**CURRICULUM**

**PRASANNA KUMAR BARIK**

Regent Friends club 229/D 3rd Floor

Tollygunge, Kolkata

West Bengal, 700040

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**OBJECTIVE**

A very hard working dedicated conscientious individual with analytical & problem solving skills. Able to manage time productively, handles multiple projects simultaneously, perform well under pressure and ready to accept any challenge under any given circumstances.

**DESIRED INDUSTRY**

A job that gives scope for optimizing marketing and communication skill

A target-‐‐driven professional, targeting challenging assignment in Marketing, Business Development & Brand Management in Finance and banking with a reputed organization

Location Preference: Kolkata, west Bengal.

**PROFILE SUMMARY:**

* An enterprising professional with **over 2.3 years** of experience in **Banking , Sales & Business Development**

and in-•‐depth understanding of **consumer & commercial lending business** in India

* Strategized **DSA Channels** & ensured achievement of the organizational revenue targets in budgeted parameters
* Ramped up the client satisfaction score by **60%** through regular clients interaction and ensuring that queries and escalations were addressed on time
* Developed and appointed financially strong & reliable distributors/channel partners for deeper market penetration
* Promoted new and additional products of **Axis Bank , Jana Small Finance Bank and** to new and existing customers thus increasing sales by 80%
* Reduced client complaints along with nil RBI escalations in complete adherence to documentation, systems and processes
* Successfully completed the **AXIS BANK** excellent marks
* Utilized extensive people management skills for providing leadership, training, direction and vision to our channel partner , facilitating and enabling growth & business agility

**SKILL SET:**

|  |  |  |
| --- | --- | --- |
| Competitor/Trends Analysis | Client Relationship Management | Cross-•‐Selling/ Corporate Sales – B2B |
| Risk Analysis | Inter-•‐Department Coordination | TAT Management |
| Process & Product Improvements | Case Analysis (Business Loans) | Case Analysis (Personal Loans) |

**ACADEMIC PROFILE:**

|  |  |  |
| --- | --- | --- |
| **Year of Passing** | **Institute/University** | **Course** |
| 2018 | MAKAUT University (WB) | M.B.A |
| 2013 | NOU University (Odisha) | B.com |
| 2010 | Rairangpur College  CHSE (Odisha) | Inter |
| 2008 | R.N. JiuVidyaniketan High school  BSE (Odisha) | Matric |

**PROFESSIONAL EXPERIANCE**

**Relationship officer at Axis Securities Ltd – Kolkata**

**(From 03 August. 2017 to 28 June 2018)**

* Business development (Unsecured business loan) through Connecter and Digital lead
* To Achieve monthly volume targets and cross sell MF,GI
* Promote and marketing the SBB-Business Loan in Open Market.
* Branch banking

**Relationship officer at Jana Small Finance Bank**

**(From 01 June 2018 to 15th Nov 2019)**

* Business development (unsecoured business loan, mortgage loan, personal loan) through open market.

**Senior Relationship Manager Future Generali Life Insurance Co.ltd**

**(From 26th Nov 2019 to 26th April 2020)**

* Different types of service delivery to the customer from the support team.
* Advising and managing client’s portfolio in profitable manner.
* Resolving issues of existing clients.
* Develp business strategies and generate revenues.

**IT SKILL**

* MS Office (Word, Excel & PowerPoint),
* Electronic Presentations for Business Professionals
* Internet Applications

**INTERNSHIP: 8weeks**

**Company Name :- Bharti Axa Life Insurance co.ltd**

**Designation :- Recruitment and Selection of Life Insurance Advisor**

* Ensure effective and efficient service delivery to the Customer from the support team.
* Advising and managing client’s portfolio in profitable manner.
* Resolving issues of existing clients.
* Develop Business strategies and generate revenues.

**PERSONAL PROFILE:**

|  |  |
| --- | --- |
| **Father’s Name** | Kartik Chandra Barik |
| Date of birth | 07 July 1992 |
| Languages known | Odia, Hindi, Bengali, English |
| **Area of Interest** | Sales and Marketing |

I hereby declare that particulars given above are true to the best of my knowledge and belief.

**Date:**

**Place:**

**(Prasanna Kumar Barik)**