

CURRICULUM VITAE
SANJOY KUMAR BATABYAL.

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Career Objectives :-

Achievement of dynamic personal Traits by hard Working and with self belief towards the satisfaction of the management and for obtaining organizational goals leading to Improvement, Development, Creating Values and Growth of the organization.

Areas of strength :-

Selling Assets and liabilities products

Client and community relations

Team handling and co- ordination

Experience:-

Working as a Cross Sales Manager-Home loan in HDFC Bank

Since Nov 2019

Job Profile

- Selling Home loan and Third party product
- Interact with Developer and Builder
- Handling a team of sales executives, Tele callers
- Channel (DSA) handling and generate Business from the channel

Working as Branch Sales Manager in Dewan Housing Finance Corporation LTD

Nov 16 To Nov 19

Job Profile

- Selling Home loan and Third party products
- Checking the loan file, Interact with credit team
- Handling Channel Partner (DSA) and Direct Sales Team

Working as a Assistant Manager _ Digital lounge in Bajaj Finance limited

July 15 To Nov 16

Job Profile

- Selling Retail Assets and Third party products
- Handling Direct Sales Team
- Customer relationship and services

Working as a Loan MGR in DESTENEER CONSULTANTS PVT LTD

November -13 To July 15

Job Profile

- Handling Tele caller and sales team
- Coordinate with Banks & NBFC regarding loan documentation, sanctioned and disbursement

Working as a Team leader in Endeavor Financial Advisors PVT LTD

May,13 To Oct,13

Job Profile

- Selling Retail Assets product (HBL, BL, LAP) Life insurance and General Insurance plan
- Handling Tele caller and sales team
- **Working as a Sales Development Manager in HDFC LIFE Insurance CO LTD**

May, 12

To August,12

Job Profile

Co- Ordinate with Corporate Channel Partner (HDFC Securities)

Handling Dealing Team and Third Party product team

Working as a Asset Desk Officer (ADO) in AXIS SECURITIES & SALES LTD

Dec,09 - Feb,12

Job Profile.

Cross Sell the loan product and life insurance and General Insurance plan

Co- Ordinate with DSA and customer and Bank

Working as a Insurance Faculty in PRIME ACADEMY -a unit of Prenett education system PVT LTD (IRDA accredited training institution, both for life & non life)

Feb 08 - july,2009

Job Profile

Trained the candidates who are appeared in IRDA Examination (minimum 50 hrs training)

Educational Qualification

University/ Board Examination	Course	Year	Division/Class
Burdwan University	M B A(I R M)	2007	1 st
Burdwan University.	M Com	2005	2 nd
Calcutta University	B.Com (H)	2003	2 nd
W.B.C.H.S.E	Higher Secondary	2000	1 st
W.B.C.H.S.E	Secondary	1998	1 st

Professional Qualification

Associateship in Life insurance from Insurance Institute of India in 2009

IT Skills

Diploma in Computerized Financial Accounting from Brainware (Project impact with Jadavpur university) in 2008

Project

Worked in Project on Personality Pattern of Life insurance Agent and Recruitment procedure of LIC and TATA AIG s Agent Comparative study conducted by the Burdwan University in the year 2007.

Achievements

Special award is given from Insurance Institute of India (Kolkata) in 2009

Extra Curricular Activities

Worked with Gandhi Memorial Leprosy Foundation.

Worked in Blood Donation Camp.

Language Proficiency

Fluent in Bengali and English (Written & Spoken),

Comfortable in Hindi (Spoken only).

Personal Data

Date of Birth 20th January, 1982.

Father Name Sri Sankar Kumar Batabyal.

Marital Status Single.

Hobbies and areas of interest

Travelling and Observing people

Date –

Signature