

Mr. Santi Gopal Roy

Branch Head (Senior Manager), DCB Bank Limited

Durgapur (W.B)



CONTACT

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SKILLS

MICROSOFT OFFICE
FINACLE 10.2

ACHIEVEMENTS

- Finance Redefined 2013 - Management Development Program at XIMB, Bhubaneswar & NISHM at Mumbai
- Finance Redefined 2012 - Management Development Program at IIM, Kolkata
- Axis Sales Conference 2011 - Award Program at Hongkong
- Axis MF Best Performing 2010 - Reword from CMD

Also achieved numbers of contest in various parameters of the Bank contests run by Central office, Regional & Circle Level for the outstanding performance.

ABOUT ME

I am ambitious banking professional extensively trained in bank leadership, fraud awareness and teller operations, problem-solving and creative decision making. Multi-talented leader consistently rewarded for success in planning and operational improvements. Experience in policy development and staff management procedures positively impacting overall morale and productivity.

WORK EXPERIENCE

Senior Manager –Branch Manager, DCB Bank Limited, Durgapur (Oct 21’ - Till Date)

- Team Mngement.
- Responsible for Branch Sales and Oerations.
- Cost Control, Branch Profitability.
- Increase of Branch Book Size in terms of Current and Savings account balance, Fixed Deposits.
- Protected company assets with strategic risk management approaches.
- Assessed employee performance and developed improvement plans.
- Identified and capitalized on community business opportunities with effective networking.
- Recommended loan approvals and denials based on customer loan application reviews.
- Consulted with representatives of regulatory agencies to complete accurate filings and uphold strict compliance.
- Engaged employees in business processes with positive motivational techniques.
- Uncovered and resolved strategic and tactical issues impacting sales management and business operations.

Senior Manager –Branch Manager, Axis Bank Limited, Maslandapur Branch (Apr 16’ - Oct 21’)

- Team Mngement.
- Responsible for Branch Sales and Oerations.
- Cost Control, Branch Profitability.
- Increase of Branch Book Size in terms of Current and Savings account balance, Fixed Deposits.
- Protected company assets with strategic risk management approaches.
- Assessed employee performance and developed improvement plans.
- Identified and capitalized on community business opportunities with effective networking.
- Recommended loan approvals and denials based on customer loan application reviews.
- Consulted with representatives of regulatory agencies to complete accurate filings and uphold strict compliance.
- Engaged employees in business processes with positive motivational techniques.
- Uncovered and resolved strategic and tactical issues impacting sales management and business operations.

Career Timeline with Axis Bank Limited & Area of Expertise

Senior Manager – 2016 - Present	Branch Strategy Management
Manager -2013	Client Relationship Management
Dy. Manager – 2011	Team Management
Assistant Sales Manager – 2010	Sales & Business Management
Business Development Executive -2005	Profitability Management
	Audit & Compliance Management
	Wealth Management
	Government Business

ACADEMIC CREDENTIALS

YEAR	INSTITUTE	DEGREE	SPECIALIZATION	GRADE
2003	The Burdwan University	M-Com	Accountancy	II
1997	Burdwan Raj College	B-Com	Accountancy	II
1995	Banpas Sikshaniketan	H S	Accountancy	II
1993	Jagdabad SB High School	Madhyamik	Bengali,English,Science,Maths etc.	P

STRENGTHS

- Adaptive and Flexible
- Strong Communication Skills
- Ability to Work under Stress
- Decision Making Skills
- Good Listener
- Goal Oriented

PERSONAL PARTICULARS

Date of Birth	3 rd February 1976
Marital Status	Married
Languages Known	English, Bengali, Hindi
Interests	Sports, Music, Reading

DECLARATION: I hereby declare that the above-furnished information is true to the best of my knowledge and belief.

Mr. Santi Gopal Roy

Date- 12th February 2022

Place: Burdwan