

Sourav Majumder

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Contact - 8972218718



To be a part of progressive and challenging organization that gives scope to enhance my potential skills and to reach the pinnacle in this field with sheer dedication and hard work.

WORK EXPERIENCE

Professional Summary:

- ☐ Rich Experience in Asset side of Banking & Finance, Like-Working Capital, Mortgages loan, Term Loan, unsecured business loan, Investment Banking, Etc.
- ☐ Responsibility to Increase the Bank's Profitability by Cultivating New Business & Relationship.
- ☐ Generate the Cross Selling Business from Existing Customers by Selling other Products.
- ☐ Responsible for Training, Sales planning, Supervising, Managing and Motivating team Members on a Daily Basis for Achieving Sales Target & Goal.

Professional Experience:

- i) **BANDHAN BANK LTD.** 2nd SEP 2020 to till date successfully working as an **Executive**. Under the payroll of **BANDHAN BANK LTD** at **SEL** Department in Kolkata.

JOB PROFILE:

- Handling Responsibility for achieving the branches sales target in Business Banking proposals, products like working capital- Unsecured loan.
- OD, SMA1 collection.
- Disbursement target. Ensuring also high quality service & customer satisfaction.
- Responsible for sourcing new customer, Follow up, Ready Documentation for login & after approval agreement preparation for final Disbursement.
- Market survey, Campaign, Business Promotion & Marketing. Maintaining relation with existing customer & Sourcing new business. Complaint Handling & maintain CRM functions.
- Preparation of MIS reports for my Supervisor.

- ii) **JANA SMALL FINANCE BANK LTD.** 19th MARCH 2018 to 29th AUGUST, 2020 successfully working as a SR. Relationship officer at JANA SMALL FINANCE BANK LTD, under the payroll of JANALAKSHMI FINANCIAL Ltd at EMERGING MICRO Department in Kolkata.

JOB PROFILE:

- Handling Responsibility for achieving the branches sales target in small Business Banking proposals, products like working capital- unsecured & secured Business Loan, Gold Loan, and Fixed Deposit.
- Disbursement target. Ensuring also high quality service & customer satisfaction.
- Responsible for sourcing new customer, Follow up, Ready Documentation for login & after approval agreement preparation for final Disbursement.
- Market survey, Campaign, Business Promotion & Marketing. Maintaining relation with existing customer & Sourcing new business. Complaint Handling & maintain CRM functions.
- Preparation of MIS reports for my Supervisor.

- iii) **Orion Edutech Pvt. Ltd. - Kolkata, West Bengal - April 2015 to November 2017**

JOB RESPONSIBILITIES:

- Operations Management.
- Worked in Government Projects (SDIS, PMKVY, and DDUGKY) in various States.
- Dealing with State Government for Fund Releases & Bill Payments.
- Students Mobilization

EDUCATION

- PGDBA (Marketing) – Symbiosis Institute of Distance learning
- B.A. Barasat University – North 24 Parganas , West Bengal 2014
- Habra High School (H.S) – Habra, West Bengal 2011

ADDITIONAL INFORMATION

- Computer Knowledge (D.I.T.A)
- Operating System – Windows.
- Package - MS Office (Word, Excel, Power Point)

Personal Details:

Father's name: Shib Sankar Majumder.

Nationality: Indian.

Religion: Hindu.

Marital Status: Single.

Date of Birth: 02-12-1993.

Address: Habra, Hijalpukuria (BATTALA)

North 24 Parganas-743271, West Bengal

Interests: Listening music, expedition & adventurous trips.

Languages Known: English, Hindi, and Bengali.

DECLARATION:

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

Date: -

Signature by

Placed:-