**Biplob Shaw**

Email:- biplobshaw@gmail.com

Phone: +91 992-081-7363

**Career Objective:**   
 To use my skills in the best possible way for achieving the company’s goals and to build a long-term career through trust and credibility for the organisation I work for and also enhancing my networking and business skills and channelizing them positively to understand, develop and nurture business and also simultaneously gaining and enriching myself in terms of overall experience.  
  
**Executive Summary:**   
 Five years and Two Months of experience in direct sales, channel sales, business development, and marketing in highly competitive environment. As a manager, I have expertise in sales, profit and with ability to pinpoint business opportunities, planning, developing, and executing effective business strategies under challenging market conditions. A high-energy leader with distinctive people managing skills.

**Proficiency Forte:**

* Business Development
* Client Relationship Management
* Negotiations
* Communicating the Brand Value

**Professional Experience:**

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| Organisation | **Standard Chartered Bank** |
| Period | April 2012 – Till Date |
| Location | Mumbai |
| Department | **Bancassurance Channel (Insurance)** |
| Description | Bancassurance Channel involves selling of Insurance through Bank channel |
| Designation | Asst. Manager (Insurance Specialist) |
| Team Size | 6 |
| Responsibilities | * Coordinate with Branches in regard to Acquiring, Processing and Closing of Insurance leads. * Comply with all the banking guidelines and procedures. * Provide periodic comparative budget and sales analysis to Management and also include medium-term forecasted budget and trend analyses. * Coordinate with the department heads in regard to the legal and financial nature of cases. * Develop MIS to assist department head. * Coordinate with Branches and all its all channels in regard to Product Awareness and referrals, trainings etc * Adherence to TAT for documentation, follow up, query handling etc. * Ensuring top class servicing and satisfactory Client query resolution. |

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| Organisation | **Standard Chartered Bank** |
| Period | Nov 2010 – Mar 2012 |
| Location | Mumbai |
| Department | **Finance against Securities** |
| Description | Finance against securities is an overdraft facility against Shares, Mutual Funds (Equity, Debt, and FMPs), FD, Bonds, and KVP |
| Designation | Asst. Manager |
| Team Size | 2 |
| Responsibilities | * Coordinate with Branches in regard to Acquiring, Processing and Closing Fas leads. * Coordinate with department head in preparing, justifying and presenting the department operating expense and capital budget for approval * Comply with all the banking guidelines and procedures. * Work with inter department finance officers to sort out legal and other query in regard to cases. * Provide periodic comparative budget and sales analysis to Management and also include medium-term forecasted budget and trend analyses. * Coordinate with the department heads in regard to the legal and financial nature of cases. * Develop MIS to assist department head in financial planning. * Coordinate with Branches and all its all channels in regard to Product Awareness and referrals * Adherence to TAT for documentation, account opening, follow up, query handling and resolution of FAS Client on boarding. * Ensuring top class servicing and satisfactory Client query resolution |

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| Organisation | **Standard Chartered Bank** |
| Period | Jun 2009 – Nov 2010 |
| Location | Mumbai |
| Department | **Liability Portfolio Activation (LPA)** |
| Description | LPA deals with activation of dormant accounts and cross selling of bank's products and services |
| Designation | Asst. Manager |
| Team Size | 7 |
| Responsibilities | * Portfolio Management in regard to Saving and Current account. * Book building through Client Relationship management as well as Retaining, Activating and developing relationship with old clients. * Comply with all the banking guidelines and procedures. * Work with inter department to sort out legal and other query in regard to cases. * Provide periodic comparative budget and sales analysis to Management and also include medium-term forecasted budget and trend analyses. * Coordinate with the department heads in regard to the legal and financial nature of cases. * Develop MIS to assist department head in financial planning. * Adherence to TAT for documentation, account opening, follow up, query handling. * Wealth Portfolio Management through Products like Mutual Fund, Life Insurance, Value Trade, FD * Unsecured Leading like personal loan as well as Secured lending Like Mortgages of personal Property, shares etc |

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| Organisation | **ICICI Prudential Life Insurance** |
| Period | Jun 2007 – Jun 2009 |
| Location | Mumbai |
| Department | **Direct Marketing** |
| Description | Financial advisory to customers regarding various life insurance products. |
| Designation | Associate Financial Service Manager |
| Team Size | 7 |
| Responsibilities | * Increasing customer awareness about Life Insurance Products. * Achieving the targeted penetration on sell of Insurance Products within branch’s customer base. * Acquire new customer base from referrals. * Ensure top class service delivery to clients to be in line with the best in the industry * Monitor high net worth customers to ensure that the Financial Requirement is taken care of. * Assist in resolving service hurdles to create a delight for customers. * Ensure awareness and adherence with the Know Your Customer policy, Anti Money Laundering Policy, Miss-selling Policy, Information Protection Policy, Operational Risk, Code of Conduct and other laid down compliance norms of the Life Insurance Companies as stipulated from time to time. * Provide regular feedback on the changing customer needs to the management. |

**Educational Development:**

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| **DEGREE** | **INSTITUTION** | **UNIVERSITY / BOARD** | **YEAR/**  **SESSION** | **MARKS**  **(%)** |
| **P.G.D.B.A**  (Marketing) | Sinhgad Institute of Management, Pune | Sinhgad Institute Of Management, Pune | 2005-07 | 70% |
| Master in Personal Management (HR) | Sinhgad Institute of Management, Pune | Pune university,  pune | 2005-07 | 55% |
| B.Com. | College of Commerce, Patna | Magadh University, Bodhgaya | 2001-04 | 71% |
| I.Com. | College of Commerce, Patna | Bihar Intermediate Education Council | 1998-2000 | 70% |
| S.S.C. | St.Karence's High School, Patna | I.C.S.E | 1997-98 | 63% |

**Computer Proficiency:**

* Microsoft Office (Word, Excel, Power point)
* Internet.

**Certification:**

* **Association of Mutual Funds in India (AMFI)**
* **Insurance Regulatory and Development Authority (IRDA)**

**Personal Details:**

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| Name | Biplob Shaw |
| Date of Birth | 04-Jan-1981 |
| Marital Status | Single |
| Nationality | Indian |
| Present Address | 760/38 Alankar CHS,  Samta Nagar, Thakur Village,  Kandivali East,  Mumbai – 400101,  Maharashtra,  INDIA |
| Permanent Address | 702,  Grand Shera Apt,  Exhibition rd,  Patna - 800001  Bihar |
| Languages (Written and Verbal) | English, Hindi and Bengali |

**Passport Details:**

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| --- | --- | --- | --- | --- | --- |
| Name as on passport | Relationship | Passport Number | Date of Issue | Expiry Date | Place of Issue |
| Biplob Shaw | Self | J1693776 | 13-Aug-2010 | 12-Aug-2020 | Mumbai (India) |

I hereby declare that, the above information given by me are true & correct to the best of my knowledge and belief.

BIPLOB SHAW