

SOUGATA MONDAL

Relationship Manager

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EXPERIENCE

Relationship Manager

Ujjivan Small Finance Bank

03/2024 - 07/2024 Howrah

- Responsible for Current Account Acquisition and Portfolio management for all banking products, with primary focus on current accounts
- Handling customer problems and provide the suggestion in financial fund management

Relationship Manager

ICICI Bank

05/2022 - 02/2024 Kolkata

- Responsible for Customer Acquisition for Working Capital Loan as primary focus product
- Handling after sales services of existing customers and resolving their requirement
- Identifying opportunities in selling other revenue generating Liability and third-party products i.e. QR, POS Machine, Insurance Products, Demat accounts, Tally plug-ins, Gold bonds, Mortgage in LAP Loan

Senior Business Development Executive

Oysterbath Concept Private Limited

07/2021 - 04/2022 Jharkhand

- Handling Business development through Interior, Dealers, Sub Dealers, Contractors, Engineers, Architects
- Handling sales target on a monthly basis and responsible for driving secondary as well as primary across the vertical

INTERNSHIPS

HDFC Credila Financial Services Limited

02/2021 - 07/2021 Kolkata

Sales Executive

- Visiting branches to build relation with Relationship Managers to generate leads regarding education loan
- Achieving 4cr disbursement for the first quarter with a maintained loan sanction ratio

Byju's

01/2021 - 02/2021 Kolkata

Business Development Executive

- Cold Calling 120 clients every day, understand the requirement through the assessment and pitch accordingly
- Converted 4 customers and generating the revenue of 1lac within the period of 2 months

Kalpataru Limited

04/2019 - 05/2019 Pune

Channel Sales Executive

- Cold Calling over 200 Channel Partners for informing them about Projects and Personally, met over 30 Channel Partners in the west and east region of Pune in 2 months
- Activated 27 Channel Partners and created 6 new Channel Partners leads in both the regions in 2 months

LANGUAGES

English

Native

Hindi

Native

Bengali

Native

SUMMARY

Relationship Manager in Working Capital Loan and Cross Selling of Liability Products along with third party products like, QR, EDC machine etc. Dealing with high valued customers who are in requirement of Home Loan, Mutual Fund etc for their business growth or financial expansions. Gaining exposure in Direct Sales and Customer Acquisition. Coordinating with back-end Operations team and other various departments to ensure seamless on boarding of new clients and timely resolution of customer requests and complaints.

EDUCATION

PGDM (Marketing & Operation, Finance & Marketing Analytics)

International Management Institute (IMI), 72%

01/2018 - 12/2020 Bhubaneswar

B. Tech

Dr. B. C. Roy Engineering College, MAKAUT, 72%

08/2013 - 05/2017 Durgapur

Higher Secondary

World Business Council of Higher Secondary Education, 70%

04/2011 - 05/2013 Asansol

Secondary Education

West Bengal Board of Secondary Education, 82%

04/2009 - 03/2011 Asansol

TECHNICAL SKILLS

MS Office Finacle CIBIL & CPCs

Probe 42 Perfios

HOBBY

Reading Books