PRASUN KUMAR PAUL

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Bajaj Finance LTD.   December 2013 — April 2015

Manager Sales

- Handling 6 Assistant managers and 12 National Distributors along with 4 regional distributors and 3 individual financial advisers.
- Drive business regularly by the team members.
- Cross selling all Lending products of the organization.
- Source business from ND, RD and IFA's by making good relationship with them.
- Handling the portfolio of Customers.
- Dealing with existing clients & retaining them by providing them service.

ICICI Securities LTD.   December 2012 — April 2013

Relationship Manager

- Handling the portfolio of Customers.
- Drive business by acquiring new Customers.
- Dealing with existing clients & retaining them by providing them service.
- Updating manager on weekly basis about productivity.
- Upsell and cross sell to the existing customers.

NET AMBIT Infosourse pvt. ltd.   August 2010 — December 2012

TEAM LEADER

As a Team leader. (07/2011 – 12/2012)

- Handling a team of 5 members.
- Drive business regularly by the team members.
- Motivate my team members to delivering business.
- Updating my manager on daily basis about my productivity.

Tele Sales Officer. (08/2010 – 07/2011)

- As a Tele sales officer I have to sell insurance over Phone as well as by sitting in front of the customers.
- As a Senior Tele sales officer I have to take the responsibility of our team in absence of our Team Leader as well as target achieving.

DURGA ENTERPRISES   AUGUST 2008 — JULY 2010

Sales Officer

- Handling the portfolio of distributors/dealers
- Drive business by acquiring new distributors/dealers.
- Dealing with existing clients & retaining them by providing them best service.
- Handling the independent portfolio of DURGA enterprise Customers.
- Handling the portfolio of customers who have already crossed their credit free period.
- Liaising with merchants for daily pick up and orders.