

**SUSHREE DAS**

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#### PROFESSIONAL SNAPSHOT

**MBA in Finance with over 2.9 years of work experience in Banking, Sales & Marketing and MIS Management**

Presently associated with **Kotak Mahindra Bank as Assistant acquisition Manager**. Prior to that associated with **HDFC Bank Ltd as cluster coordinator**

Experience in handling the entire range of banking products – Retail Liabilities, Investments and TPP.

Having experience in catering to different segment of customers

Having experience on working in different markets and geographic locations.

#### PROFESSIONAL EXPERIENCE

**Since April 2014 : Kotak Mahindra Bank Limited**

##### Key Result Areas:

Incumbent responsible for banking products(CA& SA Account, LI, FDRD,SIP etc).

To acquire customer for current account, Saving account products of the bank, from a pool of potential individuals, small business, trust association, societies and corporate.

To achieve and deepen business volume and numbers.

To cross-sell TPP like insurance, Gold, Locker, FD/RD, asset products etc.

To retain customers through efficient customer service till three months of acquisition when accounts are handed over to branch banking team.

##### Key Activities:

Cold Calling

Securing appointment and closing deals(KYC included)

Understanding Customers occupation and needs

Introducing & explaining suitable products

Resolving converted customer queries problems of the customer.

Managing database.

**Since Dec 2011 : HDFC Bank Limited**

##### Key Result Areas:

Handling 24 Branches of two cluster .

where I am coordinating with branches on banking hygiene factors- To maintain TAT with Branches and to maintain benchmarks, Staff position on timely basis.

Collating Dummy outstanding for all branches, follow up with the branches for clearing off the pending entries.

Audit, SQ Reporting –actionable & implementation the same with the branches



Follow up with the branches for revert raised by audit / KYC alerts/Updation of 1crore portal/Depletion, Activation/FTNR/Gap Analysis/Account opening TAT's  
Making PPT for the cluster on various meeting.  
Cross selling like SB,CA,FDRD, Insurance, Demat, SIP etc.

#### ACADEMIC BACKGROUND

MBA (Marketing & Finance), 2013 – Fakir Mohan University  
Bachelors of Science, 2011- Sambalpur University.  
XII, 2007- Neelashaila mahavidyalaya, CHSE Board  
X, 2005-Pragati Vidya Mandir, HSC Board

#### Other Qualifications:

PGDCA from CRDC Computer Education Rourkela Odisha (1 year Course).

#### ACADEMIC PROJECT

Title	:	A Study on Inventory Management in Public sector SAIL/RSP
Organization	:	Fakir Mohan University
Period	:	15 <sup>th</sup> of Feb 2013
Details	:	The project dealt with the process of how a Public sector work and how a research work was done with specific focus on the front end action i.e. how a questionnaire is prepared and the actual process in which a respondent was tapped and information gathered. The study concluded with certain vital suggestions which resulted in more accurate data collection on the field.

#### PERSONAL DETAILS

Date of Birth	:	12 <sup>th</sup> Oct, 1990
Languages Known	:	English, Hindi and Odiya

*Seemra Das*