# Sanchayan Swarnakar

129/3, Janmahammad Ghat Road

Naihati-743165

8336929342/9830945993

Email id: sanchayan.swarnakar@gmail.com

## CAREER OBJECTIVE:-

To associate with “Professional Ambiance” offering steady growth and recognition towards my contributions for the positive advancement of the organization. Willing to use skills and knowledge to the best of abilities. To upgrade knowledge with time for better performance.

### PROFESSIONAL EXPERIENCE

Current Job Profile

KOTAK SECURITIES LIMITED from 20th July

Kolkata (permanent payroll till date)

DESIGNATION:

KEY ACCOUNT MANAGER (ALTERNATE CHANNEL)

KOTAK MAHINDRA BANK

Job profile:

* sourcing & deepening relationships from existing customer base of Bank customers
* Selling equity based investment products to this set of customer base.
* Develop business, maximize revenue generation & achieve sales targets.
* Work in close co-ordination with the Bank team to ensure all clients acquired from the assigned area, trade actively.
* Responsible for servicing and generating references from the partner bank channel customer base.

Previous Job Experience

BMA WEALTH CREATORS LTD From-10.12.2014 to 9th July 15

KOLKATA

DESIGNATIONS:

ASSISTANT MANAGER

SALES AND MARKETING DEPARTMENT

# Responsibilities

* Manage each team members stage metrics (pipeline)
* Mentor and manage team members to successfully close business
* Actively monitor, create, and send all reports regarding team metrics
* Train new team members according to requirements
* Must be able to perform all tasks required by team members
* Active communication with Sales Manager and cross functional group.

## HDFC Bank Ltd. From-1st March, 2012 to 10th Dec, 2014

## C/O HBL GLOBAL PVT LTD

Senior Executive

Customer Value Management Team

Responsibilities

* Working as a Senior Executive in credit card service department.

Awards & recognition:

Get salary appraisal every year and this year 2014 company promoted me to a next higher grade G9 as a senior executive with Salary appraisal consider my performance effective from October 2014.

Cogentech management consultancy ltd

Infinity building, sector v

Salt lake From-1st february,2008 To 31st jan,2012

Responsibilities

* Worked as a Relationship Officer Airtel outbound Process.

### EDUCATION

|  |  |  |  |
| --- | --- | --- | --- |
| Degree | Institute/ University | Discipline | Year of Passing |
| MBA | SMU | FINANCE | 2015 |
| M.Com | IGNOU | COMMERCE | 2011 |
| B.Com | C.U | COMMERCE | 2007 |
| HIGHER SECONDARY | W.C.H.S.E | COMMERCE | 2004 |
| MADHYAMIK | W.B.B.S.E | ARTS,SCI | 2002 |

Technical Knowledge:

Completed 2 years Software Applications and Programming Course from Belur math Ramakrishna Mission.

### STRENGTHS

* Strong Communication, interpersonal, learning and organizing skills matched with ability to manage stress, time and people effectively.
* Proven strength in problem solving, co-ordination and analysis.
* Strongly believes in discipline and maintaining a healthy environment.

### PERSONAL DETAILS

Date of Birth : 4th November 1986.

Father’s Name : Mr. Samir Swarnakar

Gender : Male

Marital Status : Married

Nationality : Indian

Religion : Hindu

Languages Known: English, Hindi and Bengali

I solemnly declare that all the information given here in true to best of my knowledge.

## Place: Kolkata SIGNATURE

Date: sanchayan swarnakar