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**BITHIRANI PANDA**

**Key Relationship Manager**

**E-Mail:** [**panda.bithi@gmail.com**](mailto:panda.bithi@gmail.com)

**Mobile: +91-9937288299**

**CAREER OBJECTIVE:**

Aspiring for a challenging environment where my knowledge and efficiency can be shared and enriched, creating a value addition and innovative capabilities to the organization.

**PROFESSIONAL OVER VIEW:**

* A competent professional with **5years**and **07months**of experience in Marketing, Channel Management & Team Management.
* Currently associated with **ICICIPrudential Life Insurance Company Ltd Bhubaneswar.**
* Possess excellent interpersonal, communication and analytical skills with demonstrated abilities in customer relationship management.
* Enabling business growth by developing and managing a network of channel partners.

**OCCUPATIONAL CONTOUR:**

**Since July 16-2012’ with ICICI Prudential life insurance Company Ltd, Bhubaneswar**

* Maintaining relationship with branch managers and other officials at different level for smooth functioning of ICICI SECURITIES channel till September 2014.
* Regularly follow up to all the relationship managers on daily basis,
* Handling all the branches of ICICI SECURITIES Orissa,conduct training programme and fulfil the needs as required on time.
* Generating business ofall the branches and responsible for achieving branch wise target.
* Currently handling branch S2S channel from October 2014 till date.

**Attainment**

* By end of the last fiscal year (14-15) I was promoted from level 2 to level 3 and designated as Key Relationship Manager.
* Scored Rating 2 for the financial year 2012-13.
* Consistently Achieved target month on month for the financial year 2012-13.
* Received a medal of honor for the month of sept-2012 in a special event held at Hyderabad.
* Received best performer award in Force 1 selectaefor the periodDecember 2012 and January 2013.

**With HDFC life insurance Company Ltd, as a CAM from June2011 to June-2012 in Berhampur**

* Looking after five HDFC bank branches of south odisha.
* Handling a team consist of five members.
* Completely responsible for achieving the target of all the branches.

**Attainment**:

* I got promoted to **corporate agency manager**in May-2012.
* Got awarded in Crest o mania contestfor the period oct-2011 to Dec 2011.
* Being amongst the best 10 employee pan India in EVP challenge September 2011.
* Awarded Best performer award in the east region for the financial year 2011-2012.

**In ICICI Prudential Life Insurance Company Ltd from Nov-2009 to May-2011**

* Joined as a financial service consultant.
* My responsibility is to look after near about 25 post office channels situated in Balasoreand Baripada area, Generate business from there.
* After 9 months I looked at all to the ICICI Bank channel in Kolkata.

**Attainment:**

* Received an **outstanding performanceAward** for the 3rd and 4th quarter of the financial year 2010-2011.
* Got **promotedto asst financial service manager**in april-2011.

**ACADEMIC DETAILS:**

* Post Graduate Diploma in Management fromKrupajal B-school BBSR, 2007-2009, specialization in Marketing (Major)& Finance (minor).
* Graduated in FM university fromBalasore Odisha in 2007, specialization in computer science and physics mathematics as elective.
* Completed Intermediate fromBetnoticollegeBetnoti, Odisha.
* Completed matriculation from MPC high school Betnoti, Odisha.

**CORE COMPETENCIES:**

* Sincere to my work and Committed for delivering Commendable performance.
* Adaptable to any Working Environment.
* Eager to learn.

**PERSONAL INFORMATION**:

Gender: Female

Date of Birth: 13.05.1985

Nationality: Indian

Marital Status: Single

Languages Known: Oriya, Hindi, and English

Hobbies: Riding Bike and Travelling

Permanent Address: D/O – BaikunthaNath Panda

At/Po Betnoti

DistMayurbhanj

Pin 757025

Odisha

(BITHIRANI PANDA)