## RESUME

## ANNIE FATIMA\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_Address: 40, Rabindra Sarani –Kolkata-700073. Mob no: +91-9674146394.Email: [*anniefatima@live.com*](mailto:anniefatima@live.com) .

## Possessing a wealth of sales management experience and a proven ability of successful sales and business development, consistently achieving significant year-on-year sales targets and growth. Accomplished in training and motivating other sales members to provide a high level of customer service. Believing that good team leadership and a hands-on approach to management brings increased standards and profits.

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| --- |
| Professional Experience |

## Operations Manager Since April 2014

## Century Sales Corporation Kolkata.

## Responsible to handle a team of 5 members and ensuring a smooth and effective team work to benefit the Company in every aspect.

## Relationship Manager. Since May 2011.-2014

## ICICI Bank Ltd. Kolkata.

## Responsible for sourcing and accusation of Current a/c business for a full service Retail branch of ICICI BANK.

## Achieves individual and branch sales goals through new business sales, referrals and retention of account relationships.

## Develops new deposit and loan business.

## Retention of customer through other business sourcing like Business Loan / Cash Credit / Overdraft facility and others.

## Developed knowledge in Trade & Forex business.

## Responsible for attaining established Bank and branch goals through active participation in sales management and officer call programs.

## Participates in community affairs to increase the Bank's visibility and to enhance new and existing business opportunities.

## Responsible for achieving Sales goals, Operations, and Performance goals in a High intensity Sales environment.

## Educational Background

## Master In Business Administration (FINANCE): Punjab Technical University with 70% Duration: 2009-2011

## B.A from Calcutta University with 50% Duration : 2006-2009

## Higher Secondary from W.B.C.H.S.E. with 51% Duration: 2004-2006

## Secondary Exam from W.B.B.S.E with 49% Duration : 2004

## Technical Skills

## Microsoft Windows NT, 2000, and XP

## Microsoft Access, Excel, Outlook, Power Point and Word.

## Personal Profile

## Father Dr .Rashid Ahmed

## Date of birth 02-08-1986Nationality IndianMarital status MarriedLanguages know English, Bengali, Hindi

## Extracurricular

## Photography, Listening to music, Watching movies, Cooking. Involving in communication with different people.

## I affirm that all the above statements furnished by me are true and correct to the best of my knowledge & believe and do hope will be in line with your requirement.

## Date:

## Place:

## Annie Fatima