***ANIL KUMAR SAMAL***

***Meghalaya House 120, Shanty Pally, R.B.Connector, Kolkata-700107.***

***Contact NO. - 033-24411934, Mobile NO. – 9836609397 Email-*** [***samal.anil1@gmail.com***](mailto:samal.anil1@gmail.com)

***Seeking Assignment in Business with leading or organizations in***

***Insurance/Banking/Financial-marketing/Sales***

***PROFESSIONAL PROFILE***

***OBJECTIVE\_*\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

*Seeking a challenging position to utilize my skills and abilities in areas of Marketing & Business Development, This offers a professional growth while being resourceful, innovative and flexible.*

***OVERVIEW\_*\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

*Building consumer preference & drive volumes, identifying & developing new streams for revenue growth and maintain relationships with organization to achieve referral business.*

* *An effective communicator with excellent relationship building and interpersonal skills, strong analytical, problem solving & organizational abilities possess a flexible & detail oriented attitude.*

***Core Competencies Evolved***

*Abilities in harmoniously managing day tasks with a talent for sales and marketing, customer servicing in line with Industry Best Practices.*

***Notable Career Highlights***

*Holds the distinction of managing multiple tasks. Significant experience of developing and working with core management Group geared towards optimizing sales.*

***The Focus***

*Capable of translating functional experience for banking marketing.have a Fair perspective on the Business Environment With understanding of inter-Relationships between diverse & complex tasks.*

***SUMMARY OF SKILLSAS***

***AREAS OF EXPERTISE***

***Professional skills****-Client servicing, Complaint redress, Customer Retention & Documentation.*

***Business Skills***-*Communication, Negotiation & Interpersonal Relationship.*

***Management Skills***-*Excellence in Analysis and Problem Solving, Sound Judgments and Decision Making Skills.*

***CAREER HIGHLIGHTS***

***5th February 2014 to till date ICICI Securities Limited.***

***Sr. Relationship Manager. (Retail)Job Responsibility*:**

* Providing consultancy services on different asset class like mutual funds, portfolio management services, life insurance, general insurance, corporate fix deposits, govt. bonds, IPOs& NFOs to corporate, high net-worth.
* Individuals and retail customers on funds management while maintaining relationship with old customers.
* Ensuring that the financials of the unit are under control and the unit adheres to the know your customer (KYC) and anti-money laundering (AML) norms at all times.

***3rdSeptember 2013 to 1st February 2014 INDUSIND BANK LTD.***

***Associate Sales Manager. (Mass Banking)***

***Job Responsibility*:**

* *Selling Current Account, Savings Account, NRI, Fixed Deposit, LI & GI, Mutual Fund, SIP and other bank products.*
* *Relationship with customer daily wise.*
* *Provide updates products information to the client & after sales services.*

***1ST February 2012 to 26TH June 2013 YES BANK LTD.***

***Client Relationship Partner. (Branch Banking)***

***Job Responsibility*:**

* *Selling Current Account, Savings Account, NRI, Swipe Machine, Fixed Deposit, LI & GI, Mutual Fund, SIP and other bank products.*
* *Relationship with corporate daily wise.*
* *Provide updates products information to the client & after sales services*

***May 2008-January2012HDFC BANK LTD.***

***Senior Sales Executive***

***Job Responsibility*:**

* + *Selling   Salary account, Savings account, Insurance, Loan & Manage program.*
  + *Creating new tie-ups with corporate.*
  + *Provide updates products information to the client & after sales services.*
  + *Maintenance of Corporate relationship& Maintaining DSR daily wise.*

***August 2006-May2008 ICICI BANK LTD.***

***Sales Executive***

***Job Responsibility*:**

* + Selling Pay direct card, Business card & Insurance.
  + Creating new tie-ups with corporate.
  + Maintenance of corporate relationship.
  + Daily corporate wise visit& maintaining DSR daily wise.

***Education Qualification***

* + *MBA Marketing Management from School Of Management MediaTechonology& Research (SMU) Kolkata on 2010.*
  + *B.Com from UTKAL UNIVERSITY (Orissa) on 2006.*
  + *Higher Secondary from Higher Secondary Board of (Orissa) on 2003.*
  + *Matriculation from Secondary Board of (Orissa) on 2001.*

***Other Proficiency***

* + *Successfully completed a Certified Course in Multilingual Office Automation (CMOU) from C-DAC Kolkata.*
  + *MS-office-(Excel word,Access,powerpoi,Internet)*
  + *IRDA Certified & AMFI Registration.*

***Achievement***

* + *I have achieved certificate of participation in seminar presentation held on 2nd December 2007 from School of Management MediaTechonology& Research (SMU).*
  + *I have achieved certificate of excellent performance in seminar presentation held on 2nd December 2007 for “Best Contest” from School of Management MediaTechonology& Research (SMU).*
  + *I have achieved certificate of appreciation from ICICI Bank Ltd.(Corporate Payment Solution Group) Commercial Card’s of excellence in PAN INDIA Pay Direct Card contest awarded on 16th Oct.2007.*

***Personal Information***

* + *Language Known: Hindi, English, Bengali, Oriya.*
  + *Hobbies: Playing cricket, Yoga.*
  + *Father Name: Nirod Kumar Samal.*
  + *Present Address: c/o Nirod Kumar Samal ….. Meghalaya House 120, Shanty Pally, R.B.Connector kol-107.*
  + *Contact No: Resi: 033-24411934/5,Mob: 9836609397*
  + *Date of Birth: 15 March 1986.*
  + *Marital Status: Single.*
  + *Nationality: INDIAN.*

 **Date:                                                                Place: Kolkata**   
***ANIL KUMAR SAMAL***