# Key Competencies

**SOURABH**

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**Graduation :**

University Of Allahabad (1995)

Bachelor Of Science.

**Post Graduation :**

IISWBM, Kolkata (1996-98)

PGDBM

**Date of Birth :**

25th December, 1975

**Languages :**

English, Hindi, Bangla, Punjabi

**Start of professional career : 1998**

**Industries Worked :**

FMGG, Telecom, OA and Financial Services

* Strong Business Development Skills Sales & Channel Management
* Team Leadership & Collaboration Strategic Planning
* Cost control & Budgeting Organised & Multi Tasking
* Government Agencies Liaison Key Account Management

# Professional Experience

Business Head , Financial Softwares & Systems, Lucknow Dec 2015 to date

Zonal Business Head (North-2) at FSS handling a Portfolio of large PSBs and private sector banks for products mainly ATM Services, Cards, Reconciliation and providing end to end payments solutions (Mobile, POS and merchant acquisition) to clients.

P&L owner, Collections, SLA management, Account management

**Head Rural Business, Star Union Daichi Life, Lucknow. May 2014 to Sep 2015**

Bancassurance Business, Distribution through two major RRB’s covering almost 1100 br. Supervision & development of rural business Unit with a team of 60. Complete P&L responsibility of SBU. New Business Premium in last FY: 135 Cr.

**Sales Head, Aircel Limited, New Delhi. Sep 2013 to May 2014**

Relaunched UP-West operation with complete P&L responsibility. Sales & Distribution, New town roll out and co-ordination with Network, Finance, Marketing & Customer Service. Govt. Agencies interface. Project discontinued due to non-availability of required spectrum.

**Business Head, Nomi InfoTech, Lucknow. Sep 2011 to Aug 2013.**

Entrepreneurial venture. Maintenance of PC’s/Mobile phones and supply of consumables to different Govt. and private organizations. Launched the business in UP, Uttarakhand and Nepal. Skill development and franchise operations.

**Regional Head Distribution – Rural & Special Projects, Tata Teleservices, Oct 2009 to Sep 2011**

Worked out of Mumbai HQ and worked with 9 circles of North and East. Worked with McKinsey & Co. on a GSM launch study and M-commerce distribution module . Developed alternate distribution models with last mile reach with Pre paid model.

**Circle Post Paid Head, Tata Teleservices, Kolkata. Jul 2006 to Dec 2008**

Launched operations in multiple circles (Provinces) with cost management, Sales & distribution setup, BTL activities. Launched award winning data services (Photon) in several markets and attained leadership. Started retail operations and modern trade for both data and voice services. Institutional business.

**Branch Sales Manager, ICICI Bank, Bhbaneshwar. July 2005 to June 2006**

Responsible for Home Finance and Mortgages business for Kolkata and Orissa. Achieved highest disbursement Vs. Login with a team of 7 sales and 2 operations resources. BTL activities within the bank branches and cross selling. Local builder promotion and co branding activities. Started working in Kolkata and then transferred to Bhubaneshwar.

**District Manager, Fresenius Kabi India Ltd, Lucknow. Oct 2001 to Jul 2005**

Set up entire retail distribution and channel management, training and execute frontline sales and distribution strategies. Appointment of distributors and training, monitor availability at retail points and complete stock management and forecasting. Set up entire OTC operations and institution supplies.

**Sales Executive, Gestetner India Limited, Kolkata. Oct 1998 to Oct 2001**

Joined as Sales Executive for their Copy Writer Divison at Kolkata. Responsible for copy writer sales and consumables. Handled government and private accounts. Launched and worked in different markets of entire eastern part of India and Nepal.

**Outstanding Achievements**

* Launched Tata DoCoMo in five business circles.
* Modern trade footprint for PHOTON (Data Card)
* Worked with McKinsey & Company on a project while redesigning the entire sales and distribution process in Tata Teleservices.
* Best circle award (Enterprise Buciness) from Chairman RN Tata.

**Professional Training’s**

* Business Leadership Program at Tata Management Training Centre, 2009
* Attended a MDP by Prof. Robert Lauterborn of University of North Carolina, USA on strategic management.
* Certified assessor of Tata Business Excellence Model (TBEM)

**Thank you !!**