



# Abhijit Saha

Finance Professional

## Contact Information

Phone  
+91 8420008368

Email  
abhijit6124@gmail.com

LinkedIn  
in - [Abhijit Saha](#)

Address  
Hooghly, West Bengal, India

## Skills

- Business Development
- Bank Relationship Management
- Financial Strategy Development
- Marketing and Branding
- Financial Risk Management
- Regulatory Compliance
- Professional Development
- Financial Planning and Analysis
- Performance Evaluation
- Investment Management
- Client Relationship Management
- Team Leadership & Management
- Operations Management

## Education

Executive Education in Corporate Governance, Organisational Ethics, and Sustainability Linked to Corporate Culture and Its Effects  
Management Center for Human Values (IIM Calcutta)

Bachelor of Engineering (BE)  
Institute of Engineers India, Kolkata

## Professional Summary

- Seasoned Senior Finance Professional with over 15 years of comprehensive experience in strategic financial management, corporate governance, and business development across diverse industries.
- Demonstrated expertise in dealing with international banking institutions, creating liquidity for projects, and spearheading marketing initiatives.
- Skilled in strategic financial planning, risk management, and fostering strong client relationships. Adept at orchestrating marketing campaigns to enhance brand visibility and market presence.
- Exhibit dexterity by maintaining a positive attitude, effectively communicating, actively participating in a team, and demonstrating professionalism, self-motivation, and reliability.

## Work Experience

### Director of Finance PT Danamulia

- Cultivated and nurtured strong relationships with banks in Indonesia and China to streamline financial transactions and optimize banking services for the company.
- Engineered comprehensive financial strategies to ensure liquidity for projects, including sourcing funds from banks and other financial institutions.
- Spearheaded marketing strategies to propel various products offered by the company, elevating brand visibility and market presence.
- Mitigated financial risks through the implementation of effective risk management strategies, fortifying the company's financial stability and growth.
- Ensured compliance with financial regulations and standards in Indonesia and China, remaining vigilant of evolving laws to preempt penalties and legal complications.

### Marketing Head Prime Training Service Private Limited

- Orchestrated direct marketing efforts to champion company services, captivating potential clients and stakeholders effectively.
- Engineered and executed strategies to amplify brand awareness among engineering college students, leveraging diverse marketing channels and platforms.
- Conceptualized and executed seminars to enlighten both rural and urban students about management education opportunities, bridging the gap between students and management institutions.
- Fostered direct communication channels with students to discern their needs and preferences, tailoring marketing strategies accordingly.
- Aligned marketing efforts with organizational goals and objectives in close collaboration with the management team, ensuring synergy and efficacy in marketing initiatives.

### Teaching & Management Bulls Eye Private Limited

Durgapur

- Crafted and tailored effective teaching curricula to cater to the diverse needs of students, ensuring comprehensive coverage of relevant topics and subjects.
- Evaluated student performance meticulously, furnishing constructive feedback to bolster their learning and development.
- Cultivated a conducive learning environment by adeptly managing classroom dynamics and fostering discipline and engagement among students.
- Efficiently managed administrative responsibilities pertaining to teaching, including maintaining attendance records, grading assignments, and scheduling classes.
- Stayed abreast of cutting-edge teaching methodologies and industry trends through relentless learning and professional development endeavors.

Language Proficiency

English, Hindi, Bengali

Faculty & Management

Pie Classes

Jamshedpur

- Delivered captivating lectures and instructional sessions to students, elucidating complex concepts with clarity and precision.
- Provided personalized guidance and support to students beyond class hours, addressing their queries and concerns to facilitate their learning journey.
- Contributed to the enhancement of the curriculum by integrating innovative teaching methods and pertinent real-world examples.
- Collaborated synergistically with fellow faculty members and management to realize organizational goals and objectives, fostering a cohesive work environment.
- Offered invaluable insights and inputs in student performance evaluation processes, driving continuous improvement in teaching effectiveness and student outcomes.

Finance Partner

Coal & Minerals Corporation

Calcutta

- Assisted in leading financial planning and analysis activities, encompassing budgeting, forecasting, and meticulous financial performance evaluation, bolstering strategic decision-making.
- Managed investment portfolios astutely, meticulously assessing investment opportunities to optimize returns and mitigate financial risks.
- Pioneered the identification and pursuit of new business opportunities in the coal and minerals sector, harnessing financial expertise to propel growth and expansion initiatives.
- Cultivated enduring relationships with clients and stakeholders, fostering unwavering satisfaction and nurturing long-term partnerships.
- Ensured unwavering compliance with pertinent financial regulations and laws, remaining vigilant of regulatory changes and developments to pre-empt compliance risks.