

SHRABONTI ROY

Territory Sales Manager at IDFC First Bank Ltd.

Highly Methodical and Result Oriented MBA Professional, working in Banking Sector with Remarkable Experience in developing detailed and Cost-Efficient strategies to enhance business growth.



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07 January, 1999

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WORK EXPERIENCE

TERRITORY SALES MANAGER Two Wheeler Loans IDFC FIRST BANK LTD.

06/2022 - Present

GUWAHATI, INDIA

IDFC FIRST BANK defines the banking experience, providing the best retail banking and personal banking services like loans, A/cs, Deposits, Cards, & more.

Achievements/Tasks

- Aggressively working on Portfolio Management
- Achieving Month-on-Month Assigned Targets maintaining required quality parameters
- Hired, Onboarded, trained and currently driving a team of Sales Officers to achieve assigned KRAs
- Established Channel partner relationships with vendors to drive B2B business growth
- Ensuring B2C business growth with clients through team network
- Maintaining KRAs for Better Control of Process & Policy.
- Detailed study of product/programme policies and features to add value to business growth

Title/Position

Workplace/Company

PROJECTS UNDERTAKEN

PRACTICE VENTURE MILESTONES (Heritage Corner) at WADHWANI FOUNDATION (06/2020 - 06/2021)

- Established real venture during the Foundational Course in Entrepreneurship
- Ensured growth and maintenance of the real venture during Advanced Course in Entrepreneurship

EDUCATION

MASTER OF BUSINESS ADMINISTRATION (MBA) University of Engineering and Management (UEM)

08/2019 - 05/2022

West Bengal, India (CGPA - 9.3 out of 10)

Courses

- Major (Dual) - HR & Marketing
- Minor - OD (Organisational Development)

BACHELOR OF SCIENCE (BSc)

Himalayan University

07/2016 - 05/2019

Itanagar, India (CGPA - 7.1 out of 10)

Courses

- Chemistry
- Computer Science
- Biochemistry
- Management

12th Board Education (10+2)

Sudhir Memorial Institute (CBSE)

05/2014 - 06/2016

Kolkata, India (CGPA - 8.1 out of 10)

Courses

- Bio Science

SKILLS

Team Management

Target Achievement

Vendor/Client Management

Retail Banking

Product Management

Business Development

Banking/Finance

Customer Management

Client Relationship Management

Sales Management

Team Leading

Finance Manager

CERTIFICATES/ACHIEVEMENTS

Completed course on - Campaign Manager Certificate Exam

Completed course on - Google Ads Display Certificate

Completed course on - Google Digital Garage Certificate

Completed course on - Marketing in a Digital World

Completed course on - Introduction to Cybersecurity Resources

TRAINING/INTERNSHIP PROGRAMS

GAO Tek (05/2020 - 07/2020)

Human Resource Oriented Internship

BuziBrAlns (11/2020 - 12/2020)

Human Resource Oriented Internship

Xfinite (06/2021 - 07/2021)

Human Resource Oriented Internship

Mixed Media Minds (10/2021 - 12/2021)

Human Resource Oriented Internship

LANGUAGES

English

Full Professional Proficiency

Hindi

Full Professional Proficiency

Bengali

Full Professional Proficiency

INTERESTS

Finance Management

Product Management

Marketing Research

Retail Banking

Programme Management

Interest

Finance