

# MOUMITA BHATTACHARJEE

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## Professional Snapshot:

- 12 years of experience in Business Development, Relationship Management, Client Servicing and People Management
- 4.5 yrs. Of Experience in **Insurance (Banca Channel)**, 4+ Yrs. Of experience **Credit Rating** & 3+ yrs. Of experience in **Ad. Agency (Space selling) & Forex**
- An effective communicator with good presentation skills and abilities in establishing beneficial relationships with channel partners
- Proven revenue generator in all market conditions

### Max Life insurance – Territory Head (Axis Banca) - Kolkata

Dec. 2021 – Till date

- Locations: Kolkata, West Bengal & North East
- Initiate Business development strategies to generate good volume of business for **alternate channels** - Corporate salary Group, TASC (Trust, Association, Societies & Club) & (ADM) Asset Desk Manager
- Ensuring a Business mindshare of >75%
- Imparting training on Life Insurance to various corporate employees
- Imparting regular training to Axis Bank employees & Max Life team members

### Aditya Birla Sunlife Insurance – Cluster Manager (HDFC Banca) - Kolkata

July 2018 – Dec 2021

- Locations: Kolkata, Durgapur & Burdwan (Previously worked in Chennai)
- Was Leading a 11 members' team deputed for 21 HDFC Bank branches
- Increased Birla's mind share from 3% to >20%
- maintained a renewal base of >85%
- Imparting regular training to HDFC RMs & team members

### Incodia Media Services Pvt. Ltd. - Manager (AD Sales) - Kolkata

July 2017 – April 2018

- Client acquisition for space selling (incl. TV ads) for metro train, metro Station, traffic signals and hoardings
- Sharing & implementing new ideas with clients for preparing TV ads.
- Ensuring end to end closure of all client queries to resolve service related issues

### Centrum Direct Limited – Manager (Forex.) - Kolkata

January 2016 – July 2017

- Profit maximization by New tie-ups with Corporate, Govt. Companies, Education Institutes, travel agents & servicing existing ones for their foreign exchange requirement
- Cross selling travel card, travel insurance & international SIM Cards

### CRISIL Limited - Sr. Business Development Officer - Kolkata

February 2012 – January 2016

- Corporate client acquisition for Bank Loan Rating
- Continuous follow ups with Bankers (AGM & above) for lead generation
- Retention & revenue generation by renewal collection & identifying enhancement opportunity from a corporate portfolio of 150 clients

### Orion Edutech Private Limited - Customer Relationship Executive – Kolkata

Jan. 2011 – Jan. 2012

- Student counseling along with handling admin & backend operations

## Scholastics

- M. Sc. (Physics) North-Eastern Hill University, Shillong 2007-2009
- B. Sc North-Eastern Hill University, Shillong 2004-2007
- 12<sup>th</sup> Meghalaya Board of Secondary Education, Shillong 2004
- 10<sup>th</sup> Meghalaya Board of Secondary Education, Shillong 2002
- IT SKILLS: Well versed with MS Excel, MS Word & Power Point

#### Awards & Achievements:

- Winner of inter college Science Exhibition 2007
- 2<sup>nd</sup> Runners Up in Nuclear Model Exhibition held during National Science Congress 2009
- 7<sup>th</sup> Rank in State Meritorious Students' Test, Meghalaya, 2008-09
- Under took Vocational Projects in collaboration with Vivekananda Youth Forum

#### Personal Dossier:

- **Date of Birth** : 22<sup>nd</sup> September, 1985
- **Marital Status** : Married
- **Languages Known** : English, Hindi and Bengali
- **Contact Address** : 598, MG Road, Tollygunge, Kolkata - 700082