

PITHY DE

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Career Objective:

Result oriented & self-driven management professional aspiring for a job role where I can enhance my skill set and strengthen my professional career by adding value to the esteemed Organization.

Educational Qualification:

Year	Degree/Qualification	University/Board/School, City	Percentage
2015-2017	PGDM –Marketing and Media Communication	New Delhi Institute of Management, Delhi	71
2013	B.COM	Vivekananda College, Thakurpukur (CU)	50
2010	12 th	North Point Senior Secondary Boarding School (CBSE)	65
2008	10 th	Kalyani Public School, West Bengal (CBSE)	61

Present Experience & Key Responsibilities Performed:

BANDHAN BANK LTD (July 2017 to June 2022)***Deputy Manager - CRO******KOLKATA, INDIA***

- ❖ Performing Daily Banking Operations comprising of 60% of the job role like Fund transfer, bulk NEFT, Locker Agreement, Deceased settlements, cash handling at cash counter, Personal loan processing, new account opening, KYC activities, regular branch profile report generation etc.
- ❖ As a RM responsible for sales activities comprising 40% of the job role like Accounts sourcing & processing, selling of third-party products (health insurance, mutual funds & Life insurance), sales campaigning, client handling.
- ❖ Undertaking all the reporting activities at the time of internal & external Audit.
- ❖ Deputize Branch Manager in his/her absence and manage the branch effectively and to help in meeting targets by formulizing plans to increase client base.
- ❖ To ensure the optimum Quality, Standards and Timeliness in Banking operation and client service achieved through effective external and internal communications.
- ❖ To ensure complains and queries are addressed and resolved on timely basis. Also, to make sure any bottleneck or fraudulent activity in the banking operations get highlighted and escalated on real time basis to avoid any kind of financial or reputational loss.

INDUSIND BANK LTD (June 2022 to Present)***Manager – KAM******KOLKATA, INDIA***

- ❖ Setting up a new branch and growing the GL book of the branch by increasing existing and new customers base to scale liabilities portfolio, assets & revenue respectively.
- ❖ To handle book of customers and drive sales for operating accounts, term deposits, life insurance, general insurance, LAP, LAS, personal & business loans along with other transaction banking products in line with the sales target.
- ❖ Move customers to digital channels. Also record and track all engagement activities through the CRM system.
- ❖ Comply with KYC, other regulators governing the bank. Highlight any adverse remarks from customer base immediately.

- ❖ Increase knowledge of financial markets and products to engage in meaningful dialogue with clients and provide best financial solutions.

Key Achievements and Highlights:

- ❖ Recognized internally at Branch level as highest seller in terms of Account sourcing/Opening and Life insurance for consistently in last four years.
- ❖ At all India level got recognized and awarded in red carpet contest organized by BAJAJ ALLIANCE for 'LIFE INSURANCE PITCING AND CLOSING THE LEAD' of Bandhan Bank chairman.
- ❖ A key resource being able to meet targets consistently on timely basis.
- ❖ Identified and selected by Business Intelligence Unit (Bandhan Bank), as only CRO for training from South cluster under advanced operational skill improvement plan.
- ❖ Recognized as one of the top ten CRO from Kolkata Region for the year 2020-2021 on the basis of overall parameter achievement.

Past Experiences:

- ***Leonia Holistic Destination (May to July 2016)***
Summer Internship
Project Title: Market expansion through cold calling.
- ***ABLE Foundation (November 2016)***
CSR Project

Awards, Certificates & Academic Achievements:

- ❖ Diploma in Tally ERP9
- ❖ 1st Division in British Council Intermediate Course
- ❖ Diploma in French from Alliance Francise

Hobbies & Achievements:

- ❖ Passed with 1st division 4th year in classical singing, Allahabad
- ❖ Attended drawing competition at National Level
- ❖ Passed with 1st division 2nd year in classical dance, Chandigarh.

Computer Literacy & Platform known:

- ***Tally ERP9, MS Excel, MS Word & MS Power Point, FIS profile, Finacle***

Personal Details:

Date of Birth : 05-03-1992
Nationality : Indian
Marital Status : Married
Languages known : English, Hindi, Bengali and French

I hereby certify that the above information is true & correct to the best of my knowledge and belief.

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