

RESUME



MANORANJAN POTHAL

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PROFESSIONAL SUMMARY

A dedicated results-driven Area Manager with experience in Personal Loans as well as business Loan Sales. Proven track record of exceeding targets and leading high performing sales teams. Skilled in market analysis, team motivation and strategic planning to drive business growth. Responsible for selling the company's products, responding to clients', solving queries, and providing technical support of product related issues.

CORE SKILLS

- Team Leadership
- Sales and Business Development
- Customer Service
- Reporting and Analysis
- Performance Evaluation
- Complaint Resolution
- Goal Settings

WORK EXPERIENCE:

Bajaj Finance Ltd., Area Manager (Personal and Business Loan (STBL) Sales) New Delhi

From April, 2021 to present

- Successfully managed a team of 4 sales manager and 16 sales representatives across Delhi NCR location.
- Achieved and consistently exceeded monthly and quarterly sales targets.
- Implemented strategic initiatives to growth in personal loan portfolio within the assigned area.
- Conducted regular market analysis to identify opportunities for expansion and growth.
- Collaborated with cross-functional teams to streamline processes and improve customer experience.
- Provided training, coaching and mentoring to team members, resulting in enhanced performance and career development.

Quess Crops Ltd. Bhubaneswar, Odisha, Relationship Officer

From January, 2020 to April 2021

- I am working for Axis bank as a Relationship Officer more than 1 year.
- Formed positive and trustworthy relationships with clients as we explored financial options that best suited their needs.
- Evaluated the loan and credit needs of clients, taking into consideration all aspects of their financial background in relation to policies and regulations.
- Worked collaboratively with loan team regarding the conditions of loans and rates.

Bhubaneswar Health Services Pvt. Ltd., Accounts Executive

From February, 2018 – January 2020

- Managed Accounts payables and receivables.
- Administered online banking functions.
- Coordinated monthly payroll functions for more than 120 employees.
- Monitored and recorded company expenses.
- Managed the internal and external mail functions.
- Provided telephone support.
- Monitored and recorded purchased invoice.

Education

- Pass out from Satabhauni Uchha Bidyapitha, Bhadrak, 10th under B.S.E., Odisha with 75% marks in the year 2010.
- Pass out from Bhadrak Junior college, +2 Commerce under C.H.S.E., Odisha with 60% marks, in the year 2012.
- Pass out B.Com from Bhadrak Junior college, under F.M. University with 55% marks, in the year 2015.
- Pursuing MBA under BIMIT, Bhubaneswar.

Computer Proficiency

- I have done MS Office and Tally from “Bright Future”, Bhadrak in the year 2016

Personal Profile

Father's Name	: Niranjan Pothal
Date of Birth	: 15 th June 1995
Gender	: Male
Marital Status	: Unmarried
Nationality	: Indian
Religion	: Hinduism
Language Known	: Odia, Hindi, English

Place:

Date:

Signature

