

## SUDIP MITRA

Email: sudip.mitra@ymail.com

Cell: +919836155540

An experienced sales professional having a progressive career in retail, having earned core competencies in various aspects of retail banking, insurance etc. I am eager to take higher role & responsibility to envisage personal growth in synergy with organizational goals.

### SUMMARY

- ♦ **More than 8 years' experience in Insurance Business.**
- ♦ **Experienced in Bank Assurance Business and partner handling.**
- ♦ Experienced in **Business Development and Relationship Building.**
- ♦ Expertise in **Strategic planning for Sales.**
- ♦ **Cultivate and manage customer relationship.**
- ♦ **Exceptional in Customer Service follow-ups.**
- ♦ **Consistent in Driving and Delivering Performance Results.**
- ♦ Experience in **Staff Development and Coaching on Insurance Products.**
- ♦ Experienced in **Team Handling.**
- ♦ Experienced in **Sales & Marketing of Other Banking Products.**

### EDUCATIONAL QUALIFICATIONS

- ♦ **B.A Graduate (General), Economics, Calcutta University**

### PROFESSIONAL QUALIFICATIONS

- ♦ **Computer Hardware and Networking course from West Bengal Youth Computer Centre.**

### # 8 EXPERIENCE

• Organization	:	PNB Metlife Co
• Designation	:	Territory Manager
• Duration	:	June 2021 to till date
• Responsibility	:	Handling a team of 10 direct reportees which cover entire Kolkata and delivers a new business generation of INR 20 lacs on monthly basis.

### # 7 EXPERIENCE

• Organization	:	JUSTDIAL COMPANY LTD
• Designation	:	Sales Manager
• Duration	:	June 2018 to June 2021
• Responsibility	:	Handling a team of 30 comprises of 5 direct reportees and 25 indirect reportees which covers entire Kolkata and delivers a new business generation of INR 1.2 Cr. and base management of 15 Cr. on annual basis.

**# 6 EXPERIENCE**

• Organization	:	MAX LIFE INSURANCE CO LTD.
• Designation	:	Center Manager for Kolkata & Bhubaneswar
• Duration	:	Sept 2017 to June 2018
• Responsibility	:	<p>Taking Care of YES BANK Channel KOLKATA 2 CLUSTER had a business volume of 6.5 cr. from Eleven Branches.</p> <p>Day to Day Sourcing Business from YES BANK through a team of eight members for customer interaction to ensure bank stuff productivity&amp; maintain persistency for more than 90% renewal business. Maintained relationship with Cluster Heads of different verticals (Branch Business Banking, Acquisition and Salary Vertical). Managed insurance business of total 102 Yes Bank Employees.</p>

**#5 EXPERIENCE**

• Organization	:	Reliance Nippon Life Insurance Co. Ltd
• Designation	:	Branch Manager ( Direct Loyalty ), Kolkata
• Duration	:	August 2016 to Sept 2017
• Responsibility	:	Sourcing business through relationship manager from Reliance Orphan Base with a team of six members having target 60 lakh/annum.

**#4 EXPERIENCE**

• Organization	:	Aegon Life Insurance Co.Ltd
• Designation	:	Business Development Manager, Kolkata
• Duration	:	June 2015 to August 2016
• Responsibility	:	Sourcing business through relationship manager from direct market with a team of six members having target 50 lakh/annum

**#3 EXPERIENCE**

• Organization	:	ICICI Prudential LIC Ltd., Kolkata
• Designation	:	Sales Manager (Bank Assurance) , Kolkata, Howrah & Hooghly
• Duration	:	December 2010 – March 2015
• Responsibility	:	<ol style="list-style-type: none"><li>1. Responsible for a business of INR 16 Cr. on annual basis from 16 branches with a team size of 10.</li><li>2. Generated an average growth of 15% year on year for the period of 2010-2015.</li><li>3. Got promoted from Associate Financial Services to Sales Manager for better performance for a consecutive achievement of above 115% for the period.</li></ol>

## #2 EXPERIENCE

• Organization	:	Reliance Life Insurance Co. Ltd.,
• Designation	:	Junior Sales Manager, Hooghly
• Duration	:	May 2010 – November 2010 (7Months)
• Responsibility	:	Agency Business. Recruitment of 8 members on monthly basis.

## #1 EXPERIENCE

• Organization	:	CYBER MEDIA
• Designation	:	Assistant Manager, Kolkata
• Duration	:	January 2004 - April 2010 (6 year 4 month)
• Responsibility	:	Marketing Computer Products (Branded Computer, Peripherals and Software). Got promoted from Sales Executive to Assistant Manager.

## TRAININGS ATTENDED

- ♦ Attended various in-house training programs by ICICI/ AEGON for **personnel development and communication skills.**

## ACHIEVEMENTS

- ♦ **Completed Confirmation Goal Sheet with 150% achievement in FY2011-12. Got promotion twice in a Year (FY2011-12).**
- ♦ **Winning Foreign Contest.**
- ♦ **Won Prizes in different Contests. (SVP Forum, Profitable Champ).**

## PERSONAL PROFILE

• Father's Name	:	Sanat Kumar Mitra
• Date of Birth	:	5 <sup>th</sup> November, 1979
• Marital Status	:	Unmarried
• Address	:	Serampore, Hooghly West Bengal - 712201.

I do hereby state that the above facts are true to the best of my knowledge & belief.

Dated:

(Sudip Mitra)