

# FaniBhushan Sinha

Mobile: 08235107065, 08603687835

E-Mail: fanibhushan07@gmail.com



Demonstrated record of handling Government rural project (ICT based e. Governance) by conceiving & implementing ideas that have operational credibility and driven revenue for the organization.

| Project Operations | Operations Management | Team Management |

Location Preference: Jharkhand

## PROFILE SUMMARY

- A focused professional with over 8 years of experience in:  
Project Management                      Operations Management                      Training & Team Management
- Experience in handling all functions related training and development, public relation, and project implementation in rural segment under banking & Insurance Biometric Smart Card enrollment for NREGA, FI & RSBY and Common Service Center project
- Location worked with agency in Dhenkanal, Puri Kendrapra (Odisha) Faridkot (Panjab), Godda, Giridih (Jharkhand), Saran (Bihar) and Hardoi (Uttar Pradesh) and Ranchi.
- Exposure in building & maintaining healthy business relations with major corporate & institutional clients and ensuring maximum customer satisfaction in a demonstrative manner
- Efficient organizer, motivator, team player and a decisive leader with the ability to motivate teams to excel & win.

## CORE COMPETENCIES

- Focusing on enrollment target & smoothly functioning of operations as per company & Government mandate.
- Managing ground operations from State PMU department by effective Coordination with stake holder and end operators.
- Reviewing existing systems of operational requirements and facilitating the implementation of new updation and processes in line for performance improvement/ monitoring
- Maintaining high discipline and norm adherence while coordinating through MIS with superiors for cross teams and innovative suggestions to improve operational functioning
- Handling and training the team members result oriented and performance in the new challenges environment and for target
- Mapping operational requirements and coordinating in developing, implementing and transitioning processes in line with the guidelines
- Coordinating with internal/external for running successful project operations and experience of implementing procedures and service standards for project excellence

## ORGANIZATIONAL EXPERIENCE

July.15 to continue: -                      Presently working in Jharkhand Agency for promotion of Information and Technology(JAP-IT)  
(Autonomous body under IT & e. Governance department, Govt. of Jharkhand.)

Designation: -                      'Divisional Coordinator"                      (Department- State CSC- PMU)

- Look after CSC activity from state CSC-PMU department.
- Planning, implementing & monitoring progress and established reporting procedure of the project operation
- Organizing workshop and training of Village level Entrepreneur (VLEs) with the coordination of District E. Governance Society (DeGS) State level Agency (SCA) and services related central team of CSC SPV.(CSC Special I purpose vehicle)
- Look after CSCs grievances handling.
- Coordinating with various stakeholder and vendor under the project, reporting the progress, issues and risk to stakeholder with assigning duty from time to time for maintain the service delivery standards.

Mar'11 to May'14                      Fino Paytech Ltd.

Designation: -                      'District Owner"                      (Department- Customer Acquisition Group)  
Role:

- Handling various smartcard based projects such as FI, NREGA, EBT- Social Security pension, Remittance, RSBY, etc.
- Managing banking transaction issues & updating member management system

- Establishing & coordinating district operations
- Liaising with the district officials to look for support at block/village/panchayat level for desired enrolment numbers
- Conducting pre-enrollment workshops-district workshop & block workshop with coordination with client
- Responsible for meeting DM, DKM, BDOs & CDPOs for preparing road map for enrollment
- Guiding & motivating the district coordinators & enrollment /munadi team to ensure maximum enrollment of beneficiaries
- Accountable for proper deployment of kits at enrollment stations as per road map

#### Highlights:

- Won CAG Championship three to four time over the period specially in month of March and achieved 1st position in all India basis

Dec'09 to Jan'11 MetLife India Insurance Co. Ltd., Asansol WB as Sales Manager (Agency Sales)

#### Role:

- Recruited financial advisor to Get Life Insurance business for the company with an effective coordination

#### Highlights:

- Attained 1<sup>st</sup> position, won Agency Requirement Wizzard for overachieving monthly target for product sales January to March 2010
- Won Recruitment Wizard Certificate from Zonal Office, Kolkata in 1st Quater (Jan'10 to Mar'10) in recruitment of Financial Advisors and its IRDA licensing

Feb'08 to Sep'09 Birla Sun Life Insurance Co. Ltd., Giridih, Jharkhand as Assistant Agency Manager

#### Role:

- Established team of insurance and conducted appropriate trainings to them to enhance their skills
- Motivated and Worked with follow-up the teams of advisors as target oriented

### PREVIOUS EXPERIENCE

Nov'06 to Feb'08 Orion E. Services Pvt. Ltd. Consortium (UTL), Giridih, Koderma & Dhanbad

Designation:- Territory Coordinator

#### Role:

- Provided ICT base services to end customer such as mobile recharge, rail tickets, Insurance, solar products, etc.
- Developed of CSC / VLE at Villages / Panchyate for the company
- CSC are the services point /platform where all E. Governances& Utility Services has to be delivered by an effective coordination with the marketing/deployment team
- Worked in coordination with Govt. for the development of the same

#### Growth Path:

Nov'06 to May'07 Senior Marketing Executive

May'07 to Feb'08 Territory Coordinator

Nov'2007 to Sept.2005

Worked in multi organization, & self business.

As medical representative, HMT tractor (DSP) qnd Ramgarh casting farm Looking sales & operation.

### SUMMER TRAINING

Airtel, Cuttack Period: Apr'05 to Aug'05 Details: Underwent a training to understand 'The Ways of Acceptance of Postpaid Service of "Airtel" and performed sales activities related to postpaid services for the company.

### EDUCATION

2006 MBA in Marketing & Finance from Institute of Professional Studies and Research Cuttack (IPSAR), under Biju Patnaik University & Technology, Rourkela, Orissa

1995 B.Sc. (Honors) in Botany from Deoghar College, Deoghar under S.K. University, Dumka

### PERSONALDETAILS

Date of Birth: 15<sup>th</sup> January 1974

Address: Street -S.K Ghosh Road VIP, Chowk, Dist.- B. Deoghar, Jharkhand-814112

Language Known: English and Hindi