



CURRICULUM VITEA OF SURYA NARAYAN MAHAPATRA

PRESENT ADDRESS

**: Plot no: K-4/3, Civil Township,
: Rourkela-04, Sundargarh,
Orissa.
: 07381060554
:suryamahapatra95@gmail.com**

E mail

JOB OBJECTIVE:

To successfully run an organization delivering financial products, value added services to the customers and creating product and service awareness in the Market.

SKILLS AND SUMMARY OF WORK EXPERIENCE :-

MAGMA-FINCORP LTD [From 03-04-2017 to till date]

Location: Western Orissa

Designation: **Branch Manager -Sambalpur**

Job responsibilities:

Handling 12 nos FOS, branch Business and collection including Credit.
POS. (allocation of Daily sales and dealer visit to FOS)
POC (allocation of Daily collection to FOS DSA Follow-up.RC limit, Sales collection and credit appraisal upto 5L BM level approval in all products. **CE, CV CAR and Tractor** ,Budgeting,Recruitment, collection MIS, tracking of 1-60 bucket customers,(now it is reduced to 1-30) FO productivity and branch profitability, **Area of operation Sambalpur, Deogarh, Rairakhol, Boudh and Bargarh.**

POONAWALLA FINCORP LTD previously Magma Fincorp ltd [From 03-04-2017 to till date]

Location: Western Orissa

Designation: **Team Leader (0-30) -Sambalpur**

Job profile:Looking after collection of soft Bucket (0-30).Area of operation is Sambalpur, Bolangir, Deogarh and Boudh.

CHOLAMANDALAM MS GIC Ltd(From-12/07/2013 to 29/03/2017

Working as Manager(Motor) looking after the selling of General Insurance Products, Handling the Tractor Dealers, Toyota Dealer, Eicher Dealer, DSA, Consolidators and Agents. And the area of operation is total western Odisha, handling 25 Dealers, 4 DSA's and 12 Agents, covering 8 districts.

KASI EQUIPMENT PVT LTD (All Odisha Dealer in ESCORT Machines) from 1.11.12 to 12/07/2013

Location : Western Orissa.
Designation: Area. Manager

- Selling of Backhoe loader
- New Business generation.
- Keeping track of financers
- Preparation of daily MIS.
- Resolving customer queries.

E-nxt Enterprise (An associate of TATA CAPITAL FINANCIAL SERVICES Limited)

(From 05.09.2007 to 30.10.2012)

Location: Western Orissa

- Handling Customer queries and Follow up.
- Financing of machines and Commercial vehicles.
- DSA Follow up.
- PDD Collection

MAGMA-SHARCHI FINANCE LTD [From 17-10-2005 to 3-09-2007]

Location: Western Orissa
Designation: Sr. Executive

Job responsibilities:

- Handling Customer queries and Follow up.
- Re-financing of only Commercial vehicle.
- DSA Follow-up.
- PDD Collection.
- Payment Collection

- FI and Seizing.

Educational Qualification:

- MBA in Marketing from Sambalpur University in the Year 1998
- Bachelor in Law from Utkal University in the year 1997
- B. Sc. Chem. (Hons) from Utkal University in the year 1994
- C.H.S.E. Orissa in the year 1991
- B.S.E. Orissa in the year 1988
- Diploma in P.M & I.R in the year 1995
- Diploma in Production Management in the year-1994

Trainings & Projects:

- Office Automation Level-1 from Regional Engineering College,(NIT)Rourkela
- Entrepreneurship Development programme Sponsored by Dept of Science and technology (Govt of India) and co-sponsored by IDBI, IFCI and ICICI.
- Completed Skill - technology Upgradation programme (STUP) on sales and Marketing for small and Medium Enterprises from XAVIER Institute of Management, Bhubaneswar.
- Project done- An Organisation Structure and functioning of Hindustan Steel works Construction Ltd in RSP(Rourkela Unit)-in the year 1996
- Project Submitted - **Consumer buying behavior towards Konark Cement in Rourkela Market. At OCL Rajgangpur .**

PERSONAL DETAILS:

Father's name: Dr. S C Mahapatra.

Date of Birth : 1st July 1972

Marital status : Married

STRENGTHS:

- Result Driven and aggressive with high personal and career goals.
- Excellent inter personal skills with people from all levels of corporate management.
- Possess good selling ability.
- Able to work independently with minimum asset.
- Possess lots of initiative and self motivation with a high objectives and result driven mindset.

PERSONAL ATTRIBUTES:

-A strong believer in Team Work. Can get along with well cross Functional teams.-Can Lead and motivate a group to achieve Organizational Objectives.-Can effectively communicate to different Level of people.

Signature