

## **RESUME**

**Rajesh Kumar Mishra**

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### **MAILING ADDRESS**

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Y K Building, Sarna Toil  
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Ranchi, Jharkhand  
Pin:-834008**

### **CAREER OBJECTIVE:-**

To seek a motivating & challenging position in organization and be a part of creative group which would facilitate my creativity, and which would contribute towards the growth of organization as to make me grow as an individual.

### **CURRENTLY WORKING: -**

Currently working in **POONAWALLA FINCORP LTD (Formally name as MAGMA FINCORP LTD)** as State Manager – Stock Management in Jharkhand & Central Bihar location from 04- Jan 2018 to till date.

### **ACTIVITIES: -**

- Visiting Yard audit & Stock audit.
- Ensuring all legal presale & notice serve in schedule time frame.
- Conducting Monthly online agency viz EDDIG, CAR DEKHO, CAR TRADE SAMIL & offline bidder / direct Customer & Dealers.
- Co- ordination with state collection team and prepare auction list and conducting online agencies.
- Update monthly Seized and sold dossier reports send it to HO team.
- Ensuring quality and timely service to all online agencies & Bidder / customers.
- Team handling
- Managing relationships following the company guidelines for smooth job.

### **EXPERIENCE:-**

- IndusInd Bank Ltd (CV division) as a Branch Manager at Begusarai, Bihar . last working 27-11-2017.

(Starting from 2006 as Business Executive in IMFS a sister concern of IndusInd Bank , In 2011 joined direct Roll to IndusInd bank – **Total 11 year** )

### **ACTIVITIES:-**

- Identifying the customer's needs for CV loans & verifying the customer assets.
- Developing relationship with Dealers/Manufactures & customers to generate business from them.
- Conducting Monthly meetings with Customer & Dealers.
- Achieving sales & collection target.
- Update Daily MIS and other Daily Reports send it to team manager.
- Responsible for volume, quality business and customer satisfaction.
- Ensuring quality and timely service to all Dealers & customers.
- Team handling
- Collect revenues for the company as per the expectation
- Visiting chronic customers and follow-up with them for payment of loan.
- Managing relationships following the company guidelines for smooth collection from the hirer



➤ **EDUCATIONAL QUALIFICATION: -**

- Graduation : - *Bachelor of Commerce from WEST BENGAL UNIVERSITY KOKATA for 2001*
- Intermediate : - *H.S from WEST BENGAL BOARD KOLKATA for 1996*
- Matriculation from :- *BIHAR BORD PATNA for 1993.*

**LANGUAGE KNOWN:-**

Hindi, English , Bengali and Regional language.

**KEY STRENGTHS:-**

Always positive, creative, goal oriented, fast learner hard working and optimistic with win instinct.

**INTEREST:-**

Gardening, Listening music, interacting with people.

**PERSONAL INFORMATION:-**

Father's Name	:	Sri Chandra Kumar Mishra
Mother's Name	:	Late Bijali Devi
Date of Birth	:	05-02-1979
Sex	:	Male
Marital Status	:	Married
Nationality	:	Indian

**REFERENCE:**

Date :- 16/11/2022

Place :- RANCHI , JHARKHAND

*RAJESH KUMAR MISHRA*