

**Manager in POONAWALLA FINCORP LTD ( Formerly known as MAGMA FINCORP LTD , )**  
**Experience - 18 years.**

## **ANINDYA SUNDAR CHATTERJEE**

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**Seeking assignment in SALES DEVELOPMENT, BUSINESS DEVELOPMENT, NPA MANAGEMENT BY IMPROVING COLLECTION EFFICIENCY with a growth oriented and reputed organization**

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### **Synopsis**

- Over 18 years of experience in Business Development, Sales & Marketing, Channel Management, collection & Recovery , NPA, Dealer Handling along with all branch delivered activities.
- Currently Working with Poonawalla Fincorp Ltd ( Formerly known as MAGMA Fincorp Ltd ) as Manager .
- Worked with Tata Motors Finance Ltd as a Business Development Manager from 2004 to 2009
- Worked with Hinduja Leyland Finance Ltd as Location In-Charge from 2009 to 2010
- Worked with Mahindra & Mahindra Financial Services Ltd as a Branch Manager from 2010 to 2015.
- Worked with Shriram Transport Finance Co. Ltd as a Branch Manager from 2015 to 2017.
- Proven track record of increasing business growth new system for streamlining Sales & collection.
- Instrumental in streamlining workflow and creating a team work environment to enhance profitability for the organization.
- Possess excellent Communication, interpersonal, analytical, and organizational skills with proven ability in team management and client servicing.

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### **Areas of Expertise & Exposure**

#### **Team Supervision**

- Handling manager appraisals by tracking their performance in different parameters such as quantity and quality sales.
- Ensuring achievements of primary and secondary targets of the individuals and teams.
- Arranging interviews & providing training to the direct sales & Collection executives.

#### **Business Development / Sales & Marketing / Collection**

- Prepare market, sales & relevant business forecasts, budgets & ensuring their compliance.
- Organizing Promotional activities for incorporating HNI (High Net worth Individual) and corporate accounts like road shows making sub dealers etc.
- Analyzing & identifying areas of improvement for increasing sales & business growth through market analysis.
- Conducting periodic performance reviews & meeting for enhancing profitability of partners and business growth by achieving set targets.
- Keen to maintain good portfolio health through collection and recovery.

#### **Channel Management**

- Interacting and assisting new dealers & distributors for enhancing sales growth , market coverage and promoting the brand through technical support.
- Monitoring & supporting distributors in secondary sales.

#### **Notable Accomplishments**

- Supervising complete branch operations
- Ensures the growth of the business branch and is committed to its success
- Minimizing and Recovery of Bad Debts and Control of NPA
- Strengthening and building Dealer Relationship .
- Increasing Market share
- Credit control
- Ability to present companies products and its services articulately and accurately
- Meet and exceeds sales and productivity target
- Accurately process customers transactions
- Leads renewal of key customer accounts
- Mandatory to maintain company standards and procedures
- Motivating the employees
- Planning the business & monitoring the same
- Ensuring continues adherence of plan & monitoring the same
- Staff management

## **Organizational Experience**

Currently working with Poonawalla Fincorp Ltd ( Formerly Known as MAGMA Fincorp Ltd ) as Manager in collection in 8 districts ( WB ) . Earlier I was the Senior Branch Manager of Pakur & Sahibganj from March'17 .

### **2015 to FEB'2017**

Worked with **Shriram Transport Finance Company Ltd.** as Branch Manager.  
Handling a team of Sales & Collection of different location of Bankura & Purulia.

### **2010 to 2015**

Worked with **Mahindra & Mahindra Financial Services Ltd.** as Branch Manager in places like – Chaibasa , Jamshedpur , Ramgarh of Jharkhand and Malda of W.B.

### **2010 (January)- 2010 (October):**

In **Hinduja Leyland Finance** as Location In Charge of Kharagpur , Haldia , Bankura , Purulia.  
Product : CV , CE , LCV , SCV , CAR , REFINANCE

### **2009 (July)- 2009 (December):**

In **Birla Sun life Insurance** as Location In Charge of Kharagpur , Haldia ,

### **2004 (July)- 2009 (June):**

In **Tata Motors Finance** as Business Development Manager of Asansole , Durgapur , Burdwan , Kharagpur , Haldia, Bankura , Purulia,  
Product : CV , CE , LCV , SCV

## **EDUCATION**

- M.A. from RDVV Jabalpur, MP 1995
- B.A. ( Hons ) from Burdwan University, 1992
- Higher Secondary from West Bengal Council, 1989
- Secondary from West Bengal Board, 1987

**CORE STRENGTHS** > Sound communication skills , ability to perform punctually and deliver timely results independently and with team , ability to correlate things Practically, Theoretically & Technically.

## **PROFESSIONAL ACHIEVEMENTS & AWARDS**

Awarded **DHRUBTARA** as the **BEST BRANCH MANAGER** of **Jharkhand** for the **4th Qtr of 2011-12 , 1<sup>st</sup> Qtr of 2013-14 , 4<sup>th</sup> Qtr of 2013 – 14 and in WEST BENGAL for the 4<sup>th</sup> Qtr of 2014-15 in Mahindra Finance**

Achieved a descent **PBT growth** and closed NPA at a descent figure in 2014-15 FY.

Ranked 3<sup>rd</sup> ( PAN India ) in 2017 – 18 in collection in Hard Bucket in Magma Finance .

## **INTEREST & ACTIVITIES**

- Interaction with clients.
- Data collection for better planning.
- Planning and setting of objectives for achieving new goals.
- Managing promotional Activities.

## **HOBBIES**

- Healthy Interaction with learned persons.

## **PERSONAL DETAILS**

Father's Name:	Chandi Charan Chatterjee
Date of birth:	28/06/1972
Permanent Address:	
Village:	Lurka
Post:	Lurka
Dist:	Bankura
P.S:	Barikul
Pin:	721504
State:	West Bengal
Sex:	Male
Nationality:	Indian
Marital Status:	Married
Language Known:	Bengali , Hindi, English,

## **DECLARATION**

All the information's provided above are true in best of my knowledge.

ANINDYA SUNDAR CHATTERJEE

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