

## RESUME

Suman Kumar Das, At/Po-Gope, Jaleswar, Balasore, Pin-756032, Mob No-9938484417, Mail [sd-sumands.das@gmail.com](mailto:sd-sumands.das@gmail.com)

### **CAREER OBJECTIVE:**

Perform and Expand leadership responsibilities while upgrading my professional skills and improve organizational ability to exceed corporate goals.

### **PERSONALITY SNAPSHOT:**

- ⇒ Effective Team Leading capabilities through one to one mapping and analytical skills
- ⇒ Consistent performance through strategic planning and execution
- ⇒ Meeting deadlines Persistent

### **ORGANISATIONAL EXPERIENCE:**

**"BAJAJ ALLIANZ LIFE INSURANCE COMPANY LIMITED" from 30<sup>th</sup> Oct. 2019 to Still Continuing (Senior Financial Service Manager) (PSF)**

#### **Accountabilities:**

- ⇒ Giving Services to Orphan Customer
- ⇒ Selling Insurance product through lead generated by branch operation.
- ⇒ MIS report

### **ORGANISATIONAL EXPERIENCE:**

**"KARVY STOCK BROKING Limited" from 4<sup>th</sup> oct 2018 to 30<sup>th</sup> April 2019 (Asst.Manager)(Balasore,Odisha)**

#### **Accountabilities:**

- ⇒ Selling Mutual Fund product like SIP, Lumpsum through by Sub Broker Channel
- ⇒ Recruit Sub Broker
- ⇒ Organise activity in various corporate to enhance the sales of mutual fund product
- ⇒ Handling the existing Franchise's
- ⇒ MIS report

**"ICICI Securities Limited" from 21<sup>th</sup> nov 2017 to 3<sup>rd</sup> Oct 2018 (Sr.Relationship Manager)(Kolkata,Westbengal)**

#### **Accountabilities:**

- ⇒ Selling Mutual fund product like SIP, Lumpsum, PMS
- ⇒ Organise activity in various corporate to enhance the sales of mutual fund product
- ⇒ MIS report

**"CRISIL Limited" 21<sup>st</sup>July2014 to 3<sup>rd</sup>June2015 (Business Development Officer)(Jaipur,Odisha)**

#### **Accountabilities:**

- ⇒ Selling Credit rating products to all banks.
- ⇒ Collection of SME and MSME client data.
- ⇒ MIS reports

**"AXIS Bank Limited" 18<sup>th</sup>February2011 to 7<sup>th</sup>May2014 (Asst. Sales Manager)(Jaipur Town,Odisha)**

#### **Accountabilities:**

- ⇒ Opening of High value current and Savings Account.
- ⇒ Opening of Govt Accounts.
- ⇒ Organising various campaigns to enhance the sales of banking products.
- ⇒ MIS reports

### **EDUCATIONAL CREDENTIAL:**

- ⇒ Master in Business Administration(M.B.A) with Marketing and Human Resource dual specialization from Bharath University, Chennai in 2010.
- ⇒ B.Sc (Physics, Chemistry, Maths) from Fakirmohan University Odisha in 2008.
- ⇒ 10+2 in Science CHSE, Odisha in 2004.
- ⇒ Matriculation, BSE, Odisha in 2002.

### **IT SKILL:**

- ⇒ Post Graduate Diploma in Computer Applications (PGDCA)

**ACADEMIC PROJECTS as part of master of Business Administration**

#### **Summer Training:**

Title : Marketing Mix  
Organisation : Emami paper mill, Balasore.  
Duration : One and Half Months

#### **Final Project:**

Title : Post Purchase Behaviour  
Organisation : Kinetic Automobile Pvt.Ltd.  
Bhubaneswar  
Duration : Three and half Months

### **HOBBIES,INTEREST & PARTICIPATION:**

- ⇒ Playing Indoor Games, Listening to Music
- ⇒ Participated in Various cultural programme in both school and college level.
- ⇒ Won prizes in essay writing, GK and debate competitions.
- ⇒ Received certificate from internal campaign of Axis Bank.

### **PERSONAL DOSSIER:**

Date of Birth : 9<sup>th</sup> March' 1987  
Sex : Male  
Marital Status : Married  
Father Name : Late Sumanta Kumar Das  
Address : At/PoGope, Jaleswar, Balasore, Odisha, Pin-756032  
Languages Known : English, Hindi, Oriya, Bengali (Read, Write, Speak)

I hereby declare that the information furnished above is correct and to the best of my knowledge.

Suman Kumar Das