

NIRUPAM PARIA



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2nd Floor, 209 BT Road

Ananya Complex, Kolkata 7000036

[CAREER OBJECTIVE]

I am seeking a competitive and challenging environment where I can serve your organization and establish a career for myself.

[ACADEMIC PROFILE]

Course	Discipline	College / School	University / Board	Passing year
BFSI	BCBF	Globsyn Skills	NSDC	2014
B.A.	General	Dantan Bhatler College	VU	2010
H.S.	Arts	Dantan H.S School	WBCHSE	2007
M.P.	Secondary	Dantan H.S School	WBBSE	2005

[WORK EXPERIENCE]

(14.06.2019 – Till Date)

BLACKBUCK (Zinka Logistics Solutions Private Limited)

Territory Sales Lead

- Market survey and organise meeting with area truck union and association.
- Meeting with truck owners and convince them to use our FasTag.
- Team building and motivate them to developing our business.
- Making our authorised area distributor for GPS device and other products.
- Taking targets to selling FasTag, Fuel Card, GPS and our others.
- Arranging product training for team and partners to achieve their targets.
- Maintaining daily MIS and submit all updates and reports on daily basis.
- Take responsibility for the assigned area and solve all type of technical and other issues by coordinating with central team

Demand Acquisition Lead (14th June 2019 to 04th February 2020)

- On boarding new Transport Broker or Transporter as demand Partner.
- Making relationship and maintaining good rapport with Partners.
- Set truck routes and search best freight rate from market place.
- Training arrange for Partners and guide them how to book truck order by app.
- Manage team and achieve targets as per company demand.
- Follow system updates and track vehicle visibility.
- Maintaining daily MIS and submit all reports by end of the day.
- Take responsibility for the assigned area and solve all type of technical and other issues by coordinating with team.

(27.09.2018 – 13.06.2019)

VAKRANGEE LIMITED

District Operations Manager

- Search franchise partners select proper area to open Vakrangee Kendra.
- Intimating all schemes and offer everyday to existing Franchises.
- Handling team and assign targets as per company policy.
- Update MIS data and submit the reports on daily basis.
- Resolve all type of technical and other issues by coordinating with team.

(09.12.2016 – 26.09.2018)

AXIS BANK LIMITED

Officer Sales [Corporate Salary Group]

- Handling relationship of the existing Corporate Salary portfolio of the Bank and Acquiring new Companies for salary relationship.
- Sourcing salary account from corporates.
- Cross sell of Credit Card, DEMAT, RD/FD, Insurance, Mutual Funds.
- Activation of accounts opened in a month by calling customers for salary credit.

(23.11. 2015 – 30.10.2016) **HDFC BANK LIMITED**

Corporate Salary Sales Officer

- Sourcing salary account from corporates.
- Cross sell of Digital Products, Credit Card, DEMAT, RD/FD, etc.
- Calling on existing data base for Loan products and other products cross sell as per customer requirements.
- Activation of accounts opened in a month by calling customers for salary credit.
- Sourcing business through reference and meeting customers post account opening.
- Maintaining good rapport with corporate HR, Finance people responsible account opening.

(25.12.2013 – 30.10.2015) **AROHAN FINANCIAL SERVICES PRIVATE LIMITED**

Customer Service Representative

- Field research and create female group for providing micro loan.
- Selling financial products like group loan and individual business loan.
- Responsibilities of loan amount repayment as per time schedule.
- Submissions of online forms and field data on daily basis.

[TRAINING AND CIRTIFICATES]

- **1. BFSI Sector (STAR) Training Programon Business Correspondent & Business Facilitator (QP No.-BSC/Q0301)** offered by The National Skill Development Corporation of India and having appeared from **Globsyn Skills Development (p) Ltd.** In the year **2014**.
- **2. DIPLOMA on SOCIAL SERVICE- BLOOD DONOR MOTIVATION AND SCIENCE OF BLOOD** passed with **second division** from **ASSOCIATION OF VOLUNTARY BLOOD DONORS, WEST BENGAL** in **2011**.

[SOFTWARE EXPOSURE]

- **1. DOEACC - 'O' Level (IT TOOLS AND APPLICATION)** from Belda College (Authorised by Jadavpur University), Paschim Medinipur.
 - **2. MODERN COMPUTER APPLICATION (Main subject in Higher Secondary)** with **Microsoft Office 2007, Visual Foxpro 6.0, Internet** from **(West Bengal Council of Higher Secondary Education)** Dantan H.S Multipurpose school, Paschim Medinipur, West Bengal.
 - **3. THE COMPUTER LITERACY PROGRAM (Standard XI), Government of West Bengal** from Dantan H.S Multipurpose school, Paschim Medinipur, West Bengal, India.
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[PERSONAL INFORMATION]

Father's Name : Amitava Paria
DOB : 10.12.1989
Sex : Male
Nationality : Indian
LANGUAGES KNOWN : BENGALI, HINDI, ORIYA, ENGLISH.
MARITAL STATUS : SINGLE
PRESENT ADDRESS : 2Nd Floor, Ananya Complex, 209 BT Road, Kolkata, 700036
PERMANENT ADDRESS : H No. N0043, Khanipur, Dantan, Paschim Medinipur, 721426

[DECLARATION]

I hereby declare that all the information and facts given above are true to best of my knowledge and belief.

Date :

Place: Kolkata

Your's Faithfully

Arupam Jaisa