

RESUME

NARASINGHA MISHRA

Bhagawati Niwas
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Job Objective

Seeking assignments in Business Development / Customer Relationship Management / Sales & Marketing with a high growth oriented organization of repute.

Career Highlights

ZENITH ASSOCIATES PVT LTD

JUNE'19 to till date

As Sales Head

Location :- Sambalpur

Role:

- ☐ To drive of Team (BDM) of all district of Odisha and handle Associate's business like **Loan/LI/GI**.
- ☐ Handling all grievances and achieving the sales target of Housing Loan, Personal Loan, Business Loan, Vehicles Loan, Credit Card, Life Insurance, General Insurance & Health Insurance.
- ☐ **DSA business of LICHL, DHFL, Gromo, Fullerton, Lendskart, Turtlemint, Kent RO.**

THIRUMENI FINANCE PVT LTD (VARTHANA)

Aug'17 to June'19

As a Territory Manager

Location :- Sambalpur

Role:

- ☐ To drive & motivate of Team (Relationship Manager) and handle **Sambalpur HUB**.
- ☐ **Drive Branch Office, Sambalpur with Sales Team with collection team.**
- ☐ **Drive Unsecured and Secured Loan, Student Loan and SME Loan.**
- ☐ Identify various needs of Schools and Colleges, developing their skill sets. Follow up with the relevant education department on the timely login & delivered to m Mortgage Loan for any needs.

TATA MOTORS FINANCE LTD

July'15 to Aug'17

As a Business Development Manager

Location :- Sambalpur

Role:

- ☐ To drive & motivate Dealers of Maa Samaleswari Automobiles, Sambalpur & Laxmi Sales & Services Pvt Ltd, Bargarh through effective strategies to generate high value productivity.
- ☐ **Drive Dealer DSA of TMFL, Sambalpur with MSA-3TL & 10 DSE / LSS-5 TL & 15 DSE of DDSA.**
- ☐ Identify various Marketing needs, developing their skill sets in Dealer Vehicle Finance. Follow up with the relevant department on the timely login & delivered & Non-Starter with Market Share.
- ☐ Gold Coin winner of 3rd Qtr in Business in State Level (Odisha) of 2015-16.

INDUSIND BANK**JULY'12 to JUNE'15****As Relationship Officer.****Area of Operation: SONEPUR BRANCH****Role:**

- ☐ Drive & motivate to customers through effective strategies to generate high value productivity.
- ☐ Identify various marketing needs, developing their skill sets banking products like Account Opening (SB/CA/RD/FD etc.) LIC, GIC, Broking & Finance. Responsible for handling branch responsibilities.
- ☐ Regular follow-ups to existing customers, ask for referrals & maintain good relations with them for retention & new business generation.
- ☐ Handling branch level activities for business growth & responsible for profitability of the branch.

ZENITH ASSOCIATES**JULY'05 to JUNE'12****As Marketing executive****LOCATION :- SONEPUR, BOLANGIR & BOUDH****Role:**

- ☐ Visit with all level people directly and motivate and delivered Car Loan.
- ☐ Handling customers grievances and achieving the sales target
- ☐ Organizing Car Loan Camp to in various Motor Dealers for promotion of the products.

Education

- ☐ **Post Graduate Diploma in Computer Application** from Institute of IPHL, Odisha in 2011.
- ☐ **Graduate** from Sambalpur University, Sambalpur, Orissa in 2002.
- ☐ **10+2 in Arts** From C.H.S.E, Orissa in 1999.
- ☐ **10th from** B.S.E, Orissa in 1997.

I.T Skills

- ☐ Well versed with MS Word, MS Excel, MS Power Point & Internet Applications and IT software.

Personal Details

Date of Birth	:	23 rd June 1982
Languages Known	:	English, Hindi & Oriya
Hobbies	:	Listening to Music, Travelling, Cricket & Martial Arts.
Sex	:	Male
Marital Status	:	Married
Nationality	:	Indian
Permanent Address	:	Ward No.09, Majhipada Po/Dist.Sonepur-767017 (Odisha)

Date :

Place : SAMBALPUR

Narasingha Mishra