**RESUME**

**JOY PAL**

MOBILE: - 8697744549 / 7890550480

EMAIL: - joypal2013@gmail.com

**Career Objective:-**

Looking for promising challenges on a responsible position that will utilize my professional acumen, flair for introducing work culture in terms of creativity; innovative ideas; with a company offering recognition to quality work and good career growth.

**Profile:-**

Enthusiastic, able to work independently using initiative and part of a team hard working self confident and vigilant.

**Areas of Expertise**

* **Corporate Finance**
* **Portfolio Management**
* **Corporate Sales**
* **Requirement Analysis**
* **Relationship Management**

**Total Experience – 1.8 Years (Marketing & Sales)**

**Professional Experience**

**JANA AGENCY (Feb 06, 2012 – Dec 17, 2013)**

**Back Office Executive/ Insurance Advisor**

**Key Deliverables:**

* **Responsible for handling a portfolio client accounts.**
* **Customer’s Details Entry, Document’s Verification, Lic Premium Collection, Customer Service Etc.**

**HDFC BANK PERSONAL LOAN DEPARTMENT (HBL GLOBAL PVT LTD) (April 22, 2014 – Jun 1, 2015)**

**Sales Executive (Reporting to Sales Manager)**

**Key Deliverables:**

* **Selling Personal Loan to the salaried Person’s by HDFC BANK (Corporate & Govt).**
* **Generate Leads to Other Banking Products Credit Cards, CASA, Home Loans, Gold Loans,**

**Car Loans, Two Wheeler Loans, Education Loans, HDFC ERGO General Insurance**

**(Sarv Suraksha Pro) Etc.**

**American Express (Serco Global Services) (Jun 2, 2015 – Nov30, 2015)**

**Business Development Executive (Reporting to Channel Sales Manager)**

**Key Deliverables:**

* **Selling Charge Card’s and Credit Card’s to the HNI Client’s Only and also Generate Insurance**

**Leads.**

ACADEMIC CREDENTIALS :-

**Year Stream Board/ University**

**2006 Secondary W.B.B.S.E**

**2008 Higher Secondary W.B.C.H.S.E**

**2011 B.COM Calcutta University**

**MBA under Karpagam University through Academy of Business Management Studies with PGDBM**

**Specialization in Marketing Management (Distance Learning Management Education of India).**

**Personal profile:**

Name: - joy Pal

Date of Birth : - 05/01/1991

Father’s Name: - Tapan Pal

Gender: - Male

Marital Status: - Single

Nationality: - Indian

Address: - Andul Road, Vivekananda Nagar, Chunavati, P.O-Podrah, Near Roy Jewelers,

Howrah, West Bengal, Pin – 711109.

**Declaration:-**

I hereby declare that the above-furnished details are true to the best of my knowledge and belief.

**Place: -** Howrah, West Bengal **Date & Signature:-**

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