**SUMANA SINGHA ROY**

**Contact :** 9051415701

**E-mail :** [sumanasroy@gmail.com](mailto:sumanasroy@gmail.com)

**OBJECTIVE**

Seeking a challenging position in a reputed organization which provides opportunities for professional growth and advancement, and utilize the experience acquired in becoming valuable team member in the field of Marketing in any kind of industry.

## **Experience**

**Indusind Bank Ltd.** march 2016 to june 2017

(Corporate Salary department)

* Responsible for dealing with different corporate client like Director, HR manager, Finance manager regarding corporate salary relationship.
* Accountable for preparing portfolio regarding investment.
* Responsible for providing feedback to the sales manager of the acceptance of the products in the market & suggest that could provide impetus to sales efforts.
* Giving various investment plans designed for clients maximum profit making and with least risk factor.
* Able to maintain smooth and cordial relation business partners and good rapport with customers..

***ICICI PRUDENTIAL LIFE INSURANCE***

June 2014 to Jan 2015

Handling Customers in the bank

As AFSM (ASSITANCE FINANCIAL SERVICE MANAGER) ( BANCA CHANNEL)

Turnover achievement around Ten Lacs.

***ASWINI INFRA PROJECT LTD.***

sep 2013 to June 2014

(Manager Distribution)

Acquisition of new corporate

Tie up through our products presentation to the high level authority.

Maintaining good relationship & providing best services to the corporate .

Acquisition of new business and initiating new relationship by organizing lead generation campaign to generate database of potential clients through references by existing customers.

Looked after sales of liability product & Personal Investment product (Life Insurance, General Insurance, and Mutual fund & Retail Assets Product.

***EDEL WEISS BROKING LTD.***

Feb 2012 to August 2013 (Relationship Manager)**(1 years).**

Role: Involved into relationship building & Management with the customers for sales & services of financial products of Company Group. (E.g. Online Trading Account,Insurance, Investment Advisory, and Wealth Management).

* Responsible for the entire revenue generation.
* Planning and implementing strategies to achieve the monthly sales and targets.
* Heading Sales,Marketing Plans ,Strategy etc.

***EDUCATIONAL CREDENTIALS***

*Completing MBA in 2012 from IIPM(under the university is ISBE)*

* Completing Graduation in University of Calcutta in the year of 2008
* Completing Higher Secondary Examination of WBCHSE in the year of 2005
* Completing Secondary Education of WBBSE in the year of 2003

**DECLARATION**

I hereby declare that the above information is true to the best of my knowledge and belief.

***PERSONAL DETAILS :***

Name : SumanaSingha Roy

Date of Birth : 13/07/1986

Father’s Name : SadanandaSingha Roy

Permanent Address : Udayan Apartment, First Floor

2 No. Siddheswari Lane,

P.O. – Kanchrapara,

Dist. – 24 Parganas (N),

Pin – 743145, (W.B.)

Nationality : Indian

Religion : Hinduism

Gender : Female

Marital Status : Single

Language : English, Hindi, Bengali

**Date :** 26-07-2017

**Place : Kolkata** SUMANA SINGHA ROY