

## CURRICULUM VITAE

Shiv Santosh Bisoyi

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Bangalore(INDIA)

### Objective:

\*Seeking an level Position in the field of Sales and Marketing & Finance. I was done BCA with a certification in Berhampur University, MCA with a certification in BIJU PATTANAIK UNIVERSITY and Right now am continuing MBA in finance with a certification in PTU , Having well Interpersonal skills, being a self Motivator, Hard worker and positive attitude would prove to be a value to your Organization.

### Core Competence :-

My skills and core competence lies in good communication skills (in English, Hindi, Oriya), managing various situations, taking initiatives and leadership tasks.

### Professional Qualification

1. Master Degree in Computer Application from Roland Institute of Technology(BPUT),Odisha.(Marks:70%)
2. Bachelor Degree in Computer Application from Roland Institute of Computer & Mgmt. Studies College, Berhampur University with 1st class, distinction. (Marks: 75 %).
3. +2 (CHSE) from Belaguntha Science College, Berhampur (Marks:52%)
4. 10th from Queen of the Missions High School (Marks:50%)

### Work Experience: 1. MAGMA FINANCE LTD (Odisha) Exe. Operations(Auto Loan)

(Duration of july-2011 to Nov-2012)

2. Hinduja Global Solution(Bangalore) Analyst in operation (International Non-Voice)  
(Duration of july-2013 to july-2014)- Maintaining the MIS, Team Handling and Motivate the team to keeping up for their Targets achievements and over the upcoming potential to the Organization.

3. SBI Cards(Bangalore) Relationship Executive in Backend(Duration of Aug-2014 to Mar-2015)

4. ING is now KOTAK (Bangalore)Sr. Sales Associate-Home Loan and Mortgage Loan (Duration of April-2015 to Jan-2016) - Developing strong relationships with builders & Brokers, generate sales pipe and Maintain high business conversion rate .

5.HDFC SALES LTD( Bangalore). (Home Loans & Mortgage Loans),(Duration of Jan-2016 - June-2018) Handling the team as per Company Standards and process, Developing strong relationships with DSA's & Brokers, generate sales pipe and Maintain high business conversion rate and keeping up the Targets achievements and over the upcoming potential to the Organization.

6.INDOSTAR HOME FINANCE PVT.LTD- Sales Manager (Home Loans & Mortgage ),(Duration July-2018 to Dec-2018).

7. ICICI BANK LTD – Branch Sales Manager (Home Loans & Mortgage) , ( Duration Feb-2019 to Till Date)

### **KEY SKILLS:**

- \* Excellent Interpersonal Skills.
- \* Quest for Challenging Work.
- \* Hard Working.
- \* Proactive.
- \* Sincerity.

### **COMPUTER PROFFICIENY:**

- Install and configure desktops and networking equipment.
- Having Knowledge about Ms-Word, Ms-excel, and Internet.
- **Operating Systems:** MS-Dos, Windows XP, Windows Vista, Windows 7 and Windows 8.

### **Personal Details:**

Father's Name : Late. Bipra Charana Bisoyi

Date of Birth : 01.04.1988

Nationality : Indian.

Languages Known : English, Hindi and Oriya.

Interests and activities : Reading Books, Net surfing ,Gardening & painting.

Area of interest : Leading a Team.

Assets : Enthusiasm and Commitment towards Tasks Entrusted.

A Zeal to

Grow towards a better personality.

### **Declaration:**

I solemnly declare that the particulars furnished above are true to the best of my knowledge and belief. I look forward to a chance to prove my competency and

worth.

Bangalore

Shiv Santosh Bisoyi