

Tanmay Saha

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Work experience

Standard Chartered Bank

Feb 2015 — Dec 2018

Business Development Manager

- I had to source Business from Non individuals and Professionals like Ca and Doctors. I had targets on Secured and Unsecured Loans Lap and Bil Term Loans with Ods and Pure ODs secured and unsecured.We were rated through Scorecards. It had parameters like Financials and Non Financials and they were classified under NTB NSR Cross Selling And Activation Logins sales Error and Customer Complaints My rating on an average was 3C..We had products like Lap Hs Bll Od Cross Selling of insurances and Savings account. we are all IRDa certified along with AMfl...We were in tie up with Royal Sundaram for General stock and ICICI prudential for Life and loans.Health Insurance with Max Bhupa. We dealt with entities like proprietorship partnership Pvt ltd and closely held limited co. Our demand or ask NSr was 15 lacs.
- We had to do LRD and Lease rental Discounting and Buying of Commercial Ready Properties for Expansion of Business,
- I had to source business through 15 Branches and references and open market
- We had a target in building relationships.
- The process included meeting clients rfes cibil dedupe Perfios banking eligibility calculations filing legal valuations technicals property visit solving ECDD disbusals property deddupe etc.
- Went through all trainings as required through Audit
- Had to collect both financials and non financials included KYc and ITR and bank statements Loan details stock Statements etc.

Standard Chartered Grindlays Bank

2002 — June 2003

Senior Probationary Officer

- Had to do sales and service both concentrating more on advocates from Church lane branch.
- Had targets on saving and current account with Fd,Rd and other liability product along with cross selling of Insurances and auto loans and service related to Fd liquidations and making of fd and preparing DDs etc. Opening of savings and current accounts and all other issues related to sales and service .

Standard Chartered Grindlays bank

2001 — 2002

Junior Probationary Officer

- Started of with banking into Stop payments for customers issued cheques and which were lost inn transit and had

to go to customers for applications to stop those payments or clearance and to re issue fresh cheques to us .through Shyambazar and Bidhan sarani Branches.

- had to classify priority and and retails clients segregation from 41 chow Branch.Learnt banking software CBS
- Then moved to Jorasanko to help in lockers proceedings which included agreements and signature cards etc and locker operations helped customers in accessing the same.
- Had helped in back office in 14 N S Road SCb handling Cheques and Drafts and Segregation and tabulations and numbering etc.
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Zap Infotech

2000 — 2001

Lab Consultant

Helped students joined or all new joinee in learning softwares and trained in web designing and multimedia and learning new software and programming animations etcWe had a target in recruiting new students only

Standard Chartered Finance Limited

June 2003 — Feb 2015

Assistant Manager Mortgages

- Had to do both home loans and Lap and stressed on salaried and self employed both. with insurances cross selling and Customer services..We funded both in constructed and under construction properties..but constructed properties on registration and under construction only if both developer and projects were approved.....we even had a target in approving both Builders and projects big through Dan and Pan process notes.

Qualifications

Graduation in BSC in the year 2000 from St.pauls Cathedral Mission College Kolkata Ahmerst.

Education

West Bengal Council for Higher Secondary Examinations(HS)

1993 — 1996

St. Pauls Cathedral Mission College

Indian Council for Secondary Education

— 1993

Frank Anthony Public School

Interests

I am interested in leading an energetic team in all Banking products which include Assets and Liability and all kind of Third Party products to deal with.

I am interested to deal with new customers(NCB) and build new customer relationships in order to provide revenue for my company.

I am also interested to provide for after sales services or any kind of services pertaining to the customers from Company's side.

References

Mr. Deepak Lall.....Business Head India SCB Mumbai
Mr. Subir Saha.....VP NR HSBC
Mr. Asish Arora.....Manager Business Clients