

HIRAK KANTI BHATTACHARIYA

Opposite neelam hospital, Nai basti, Katni (MP) 483501
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CAREER OBJECTIVE

Seeking a job to pursue highly rewarding career and healthy work environment where I can learn new things and utilise my skills for the growth of the organization

EXPERIENCE

- **Axis bank** 12-03-2018 - 08-06-2018
Assistant Manager
To observe the functioning the work of the department (SBB) and to learn the whole process of Sales, credit and operations
- **Axis bank** 28-06-2018 - 28-11-2019
Assistant manager
Manage on-ground sales team (Relationship Officers) to drive business from open market and leads from branches

Manage branch relations with regular branch visits and drive sales by educating them about the product

Assist credit mangers with personal discussion with customers on big ticket loans

Ensure accuracy of documents at first time by analyzing on case to case basis to enhance customer delight factor

Drive cross selling of LI and GI as a clubbed product with SBB sales
Generate CASA leads from on-ground staff and provide business to branches
- **Yes Bank** 30-12-2019 - 12-02-2020
Deputy manager
Relationship partner for MIB

EDUCATION

- **Manipal Institute Of Banking**
PGDBS
9.0 CGPA
2018
- **RDVV**
B.com
59.33percentage
2015
- **CBSE**
12th
55 percentage
2012
- **CBSE**
10th
5.4 CGPA
2010

TECHNICAL SKILLS

- Basic of computers Ms Excel Ms word Ms PowerPoint

ACHIEVEMENTS & AWARDS

- Business Head club winner National Sales Manager club winner 739% insurance achievement Only sales manager in PAN India who has 100% login to disbursement ratio

CERTIFICATIONS

- NISM Mutual fund
- NISM Depository

PERSONAL STRENGTHS

Sales
Team management
Branch channel
CRM
Customer relationship
Branch relationship
Quick decision maker
Smart worker

PERSONAL PROFILE

- Date of Birth : 19/07/94
- Marital Status : Single
- Nationality : Indian
- Known Languages : Hindi, English, Bangali
- Hobby : .

DECLARATION

All the above information are true & fair as per my knowledge.

Date : 27/08/2020

Place : Indore