

## Ajay Kumar Jha

8420460137

[rajvirjha333@gmail.com](mailto:rajvirjha333@gmail.com)

8, Rameshwar Malia 1st Bye Lane, Ganga Bhawan Howrah-711101

### **OBJECTIVES:**

- To work in a challenging & professional environment where I can utilize my intelligence, talent, communication skills as well as technical skills & develop myself along with the organization.

### **EDUCATIONAL QUALIFICATION:**

DEGREE	COLLEGE/UNIVERSITY	YEAR OF PASSING	Div. & %
B.B.A/ B.M.S (Managemnt)	Punjab Technical University (PTU)	2014	75%
ICSE	Howrah St. John's High School	2009	59%
ISC	Howrah St. John's High School	2011	60%

**TECHNICAL QUALIFICATION** : Basic Computer with Tally Accounting Software.

### **WORK EXPERIENCE:**

#### **CANARA HSBC OBC LIFE INSURANCE COMPANY LTD.**

Relationship Manager

OCT 2018 – MARCH 2019

APRIL 2019 - WORKING WITH **SBI LIFE INSURANCE CO LTD. ( BANKA WITH ALLAHABAD BANK)**

Here I Sell HOUSING LOAN, LAP, AND THIRDN PARTY PRODUCTS LIKE INSURANCE, MUTUAL FUND AND SIP

#### **Aditya Birla Group**

Relationship Manager

**HL, LAP, Working Capital, MSME, PL**

SEP 2015 to SEP 2018

- **Job Profile:-** Worked with Aditya Birla Financial Services Group(ABFSG) in the AdityaBirla Finance Limited (ABFL) as Relationship Manager Manager(Manager Grade) handling the business of Secured Lending of HL & LAP,LRD & CP (Mortgages) to the Individual ,Proprietor,, Partnership Firm, Pvt Ltd and Limited Companies (Mainly MSME).Which includes LAP-Mortgages of Residential, Commercial, Industrial, warehouses & Commercial Purchases and Lease Rental Discounting and HL to Salaried and Self Employed.
- **Job Responsibilities:** - Handling a team of Alternate Channels of 7 members and the portfolio of 10 active CA, 10 Wealth Management Companies, 10 Debt Syndication Companies, 10 Property leasing companies and 10 active DSA which includes the corporate channel DSA and Pvt Ltd. Along with some small referrals, connectors, distribution partners and Property Brokers. So my main responsibility is to drive the sales of Mortgages, LAP and HL through them. Training them with the product and process of Secured HL, Mortgages Lending. Also Cross selling of General Insurance of the property mortgaged and the Life Insurance of the Borrower to cover the Borrowing. (Banking and Finance Company - SEP 2015 to SEP 2018)

**Gap: Preparing for Government Jobs (3 months) June 2015 – Aug 2015**

**Sbi capital securities ltd.**

Asset sales executive

**Home Loans**

June 2013 to May 2015

**Job Role:**

- Visited brokers & developers.
- Directly meet customer(those are buying flat/land/resale property)
- To meet and convince prospective customers.
- To make PR with existing customers.
- Follow proper guidelines to attain the set goals.

**PERSONAL INFORMATION:**

- Languages known : English, Hindi & Bengali
- Name : Ajay Kumar Jha
- Father's name : Lt. Sohan Jha
- Date of birth : 12.4.1992
- Marital status : Married
- Email : [rajvirjha333@gmail.com](mailto:rajvirjha333@gmail.com) And [jha8733@gmail.com](mailto:jha8733@gmail.com)
- Permanent Address : 8, Rameshwar Malia 1st Bye Lane Ganga Bhawan Howrah-711101
- Contact no. : 8420460137
- Religion : Hindu
- Nationality : Indian