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| **BIMAL KUMAR SETHY** | | |
| **C:\Users\user\Desktop\IMG_20230514_072405.jpg**  **Personal Details**  **DOB: 15.05.1990.**  **Nationality: Indian**.  **Status: Single**.  **Passport No: U13744058.**  **Visa: Employment visa.(2 nd VISA)**  **UAE DL No-798493(BIKE).**  **(30 Days Notice Period)**  **Correspondence:**  City Center Building, Abushagara, Sharjah.  Flat No.912  **Telephone no.**  **+971 543819624, 559386955.**  **E-mail:**    bimalsethy2021@gmail.com.   Skills  * **Customer Services.** * **Store display design & setup.** * **Time Management.** * **Computer Skills.** * **Interpersonal Skills.** * **Communication.**   **Hobbies**  Travelling, listening music and playing cricket, Helping poor peoples.  **Languages Known:**  **English,**  **Hindi,**  **Arabic** | Career History  Effective merchandiser with 3+ years of experience. Skilled in store display and design setup. I am seeking employment with a company whereby can grow professionally and personally.  2020 February –Present  Work Experience  **CITY CENTER, HYPER MARKET SHARJAH,UAE.**  **SALES MERCHANDISER (FMCG & DAIRY) WITH CASHIER.**  Responsible for performing a wide range of routine branch and customerservices duties.   * Maximize customer interest and sales levels by displaying products appropriately. * Plan and develop merchandising strategies that balance customers expectations and company’s objectives. * Analyse sales figures, customers reactions and market trends to anticipate product needs and plan product ranges/stock. * Collaborate with buyes, suppliers, distributors and analysts to negotiate prices, quantities and time-scales. * Produce layout plans for stores and maintain store shelves and inventory. * Monitor stock movement and consider markdown, promotions, price changes, clear outs etc. * Build constructive customer relationships and team with channel partners to build pipeline and close deals. * Ensure that the prices are updated reguendslarly in the system.       2016 May– June 2018  Work Experience  C:\Users\user\Desktop\6dab2f9e01e4bb467ce4416015c323e8.jpg KOTAK MAHINDRA BANK  **RELATIONSHIP OFFICER (DM) ---CUTTACK**.  Responsible for all the 2000 mapping customers of the branch and increase the portfolio of branch.   * Achieve monthly sales target in the financial year. * Ensure penetration in the market through focus on new To Bank acquisition as well solicit existing clientele. * Prospect in targeted segments that require meeting standards in **phone calls, and face-to-face visits**. * Present and sell all personal banking products and services to potential customer in an ethical stricter and professional manner. * Maintain and develop relationships with existing customer & companies to enhance cross-sell opportunities. * Ensure **End-To-End** customer **TAT** is met for all applications submitted with quality adherence as per target guidelines. * Ensure strict compliance with the Bank’s policy with regards to product, customer **KYC,FATCA,AML CTF** and third-party channel interactions. * Record all sales activities in **DSR** and update **CRM** for leads and contacts. * Participate in all team Activities like **Morning huddles, Training and coaching, complete mandatory compliance and fraud trainings, Lean &rewards celebrations.**     **November 2014 – April 2016**  Work Experience  **C:\Users\user\Desktop\ce433440c510a0e6bee7eb64aec89dbe.jpgAXIS BANK**  **Assistant Sales Manager(Teller)---CUTTACK.**  Answering customer enquiries regarding their account balance, Receive Loan installment payment from customer.   * Properly check the **date, amount, name and sign** of the customer on the deposit slip and cheque. * Properly check the **self and account pay cheque** of the customer. * Identifying the **fake, damage, multilated, altered and counterfeit** money. * Cross-selling the bank’s services to customer processing automatic transfer, checking cheques and making sure they have been written out correctly. * Explaining financial fees interest rate and services charge to the customer. * Answering basic customer questions regarding interest rate and the bank services. * Balancing **currency, coins and check in the cash d**rawer at the end of the every shift.   **Work Experience March 2013-October 2014**  **C:\Users\user\Desktop\ce433440c510a0e6bee7eb64aec89dbe.jpgAXIS BANK**  **SALES OFFICER—CUTTACK**  Answering customer enquires regarding **kyc,opening balance, minimum maintain monthly balance,interest,charges etc.**   * Responsible to open **15 Saving and 5 Current accounts** and also doing **LI,GI,MF,SIP,LOAN** etc. * Responsible to given the right information to the customer all the products of the bank..   **PROJECT UNDERTAKEN:**  **ORGANISATION: SBI MUTUAL FUND**  Area**: Marketing**  Project Topic: **(Competitive Advantages and Customer Perception of SBI Mutual Fund)**  Division: **Bhubaneswar.**  **EXTRA ACHIVMENT:**   * I have cleared **NCFM in Capital Market (Dealers)** module. * I have cleared **IRDA** and **AMFI NSIM** S-5module.   **Academic Qualifications.**   |  |  |  |  | | --- | --- | --- | --- | | **SL.NO** | **COURSE** | **UNIVERSITY** | **YEAR OF PASSING** | | **1** | **MFC** | **UTKAL UNIVERSITY** | **2012** | | 2 | **GRADUATE** | **B.B AUTONOMUS COLLEGE** | **2010** | | 3 | **INTER MEDIATE** | **B.B AUTONOMUS COLLEGE** | **2007** | | 4 | **MATRICK** | **ARUHA HIGH SCHOOL** | **2005** |   **Declaration**  I hereby declare that the information regarding me stated above is true to the best of my knowledge and belief.  Place:  **BIMAL KUMAR SETHY**  Date: | |