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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 HistoryEffective 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 –PresentWork 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 2018Work 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.**

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| **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:  |