

Subhajit Das

Chief Manager



11 Years 0 Month



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Profile Summary

With over 10 years of overall experience and a solid background in the BFSI sector for 8+ years, I currently excel in a role at an Investment Bank, spearheading the TASC business. My expertise stems from a rewarding tenure at HDFC Bank. My proficiency encompasses strategic planning, client relationship management, and business development within the BFSI domain. I am adept at driving revenue growth and enhancing operational efficiency. Eager to leverage my skills and industry insight to contribute effectively to a progressive organization.



Key skills

- Banking
- Marketing
- Relationship Manager
- Business Development
- Team Management
- Asset
- Team Handling
- Portfolio Management
- Sales
- Credit Cards
- Financial Services
- Insurance
- Teller Authoriser
- Sales Manager
- Personal Loans
- Home Loans
- Auto Loans
- Business Loan



Personal Information

City **Kolkata**

Country **INDIA**



Languages

- English



Education

NA, 2012

Calcutta
University

B.Sc, 2012

Calcutta
University

12th, 2009

West Bengal, Bengali /
Bangla

10th, 2007

West Bengal, Bengali /
Bangla



Work Experience

Jun 2024 - Present

Chief Manager
IndusInd Bank

Working as Banking Partner in Affluent Business Owner Channel. This Channel newly started in Eastern India however this channel is very well doing in West, North and South Zone of India. The Main Target of this profile is to generate revenue through Fee Income from Multiple Banking products like Working Capital, CC, LAP, LAS, HOME LOAN, PERSONAL LOAN, TRADE FOREX and other assets products. Parallely need to source TPP products like LI, GI, also the exposure into PMS and AIF and Portfolio Management. Also need to source NTB Accounts and to give proper Service to ETB clients as well.

Sep 2023 - May 2024

Manager

ICICI Bank

As a part of Institutional Banking we are taking care of the accounts of Trust, society, association and clubs. Also to make the inflow and FD and other service related issue is also a part of KRA

Jun 2022 - Sep 2023

Manager

HDFC Bank

Promoted to Manager (E3) and taking care of Imperia Relationship Banking as Relationship Manager. Handling HNW Clients.

Nov 2019 - Jun 2022

Deputy Manager

HDFC Bank

In VRM channel my job role is to take care of each every bank products and sell those products to my portfolio customers and also to attend service queries and complaints.

May 2019 - Aug 2019

Senior Marketing Officer

ICFAI Business School

My job profile includes the whole process from data collection of students till admission. I am responsible for counseling them as well as to guide them for proper campus.

Mar 2017 - Jul 2019

Agency Leader

IDBI Federal Life Insurance

Manage a team as well as recruitment and to generate the revenue for company. close client calls, do client meetings..

Mar 2016 - Mar 2017

Advisor - Agency channel

Kotak Life Insurance

My job profile includes sourcing Life Insurance Business and Generate revenues for the organisation



Certification

- IRDAI
- AMFI