

RESUME

ATISH KUMAR NANDI
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To secure an appropriate position, this will provide growths opportunities with effective utilization of my skills and experiences also the opportunity to learn more in professional Atmosphere.

Summary

An effective communicator possessing excellent presentation & soft skills with honed marketing management, logical and problem-solving abilities. Recognized for successfully meet targets, proficiently formulating and implementing budgets, building high-performing teams and nurturing fruitful relationships with doctors.

WORK EXPERIENCE:-

Since 22nd Nov 2018 to Till date with Kepler Healthcare Pvt.Ltd.

22nd November 2018 to Till date with Kepler Healthcare Pvt.Ltd. as a Medical Representative for Bhubaneswar Headquarter.

Key Responsibilities :

1. Covering 150 Dr.s in headquarter and ex-station.
2. Achhiving sales target through proper planning and implementation in targeted brands.
3. Maximum time spent with chemist for good relation and knowledge about our competitor brands, so that it helps for knockout of other brands.
4. Quality relationship build with doctor and distribution of inputs in right time.
5. Good relation with stockiest so that maximum secondary , primary and a good amount of closing order in every month throughout the full year.

Since 06th November 2017 to 23rd July 2018 with Magma Housing Finance

06th November 2017 to 23rd July 2018 as a Relationship Manager Business for Bhubaneswar location with Magma Housing Finance.

Key Responsibilities :

1. Team Handelling & DSA Supervising.

2. **Communicate with clients & evaluate their needs and specification.**
3. **File sourcing through DSA.**
4. **Visit residence, Property & Business.**
5. **Ensuring First Time Right (FTR) Login.**
6. **Achieving sale target through proper planning and implementation .**
7. **Identifying and networking with prospective clients; generating business from existing accounts and achieving profitability and increased volume growth.**

Since 16th November 2015 to 4th Nov 2017 with Vistaar Financial Services Pvt Ltd

16th November 2015 to 4th November 2017 as a Assistant Manager Business for Bhadrak location with Vistaar Financial Services Pvt Ltd.

Key Responsibilities :

1. **DSA Supervising.**
2. **Communicate with clients & evaluate their needs and specification.**
3. **Direct file sourcing from market.**
4. **File sourcing through DSA.**
5. **Visit residence, Property & Business.**
6. **Collecting documents for loan processing as like KYC, Income documents, Bank statement and**
7. **Legal documents**
8. **Achieving sale target through proper planning and implementation .**
9. **Identifying and networking with prospective clients; generating business from existing Accounts and achieving profitability and increased volume growth.**

Since 1st April 2014 to October 2015 with Adhikar Microfinance

1st April 2014 to 31st October 2015 as MIS Officer for Tangi Location with ADHIKAR MICROFINANCE

Key Responsibilities :

1. **Cash Management, Staff Payment**
2. **MIS management**
3. **Document Handling of new joiner, Verification of their KYC.**
4. **Data analyst coordinator.**
5. **Data entry through internal software and use Ms-Excel for data keeping.**
6. **Annual Report Making Through Pdf And PPP.**

ACADEMIC CREDENTIALS

I have Completed PGDCA

I am completed my Graduation in science in the year of 2017, SCS College Puri.

I have completed Intermediate in Science, in the year of 2014, Nayahat Junior

Mahavidyalaya

, Nayahat, Puri

I have completed Matriculation, in the year of 2012 from Nayahat High

School, Nayahat, Puri

Computer Proficiency

PC Software (Dos, windows)

MS Office (MS-word, MS-excel, MS-PowerPoint)

Tally 9.0

Internet

Interest

Listen to Music.

Running and Swimming And Travelling

Strength

Result Oriented, Analytical, Bold efficient team work, hard working dedicated and to make social relation.

PERSONAL DETAILS

Date of Birth : 05th March 1997

Gender : Male

Nationality : Indian

Marital Status : Single

Language Known : English, Hindi, Oriya, Bengali, Marathi

Contact/Permanent

Address : At - Nayahat

Po - Nayahat

Ps - GOP

Dist - Puri

State - Odisha

PIN - 752107

DECLARATION

I do hereby affirm that the information furnished above is true and correct to the best of my knowledge & belief.

Date:- 23/11/2020
Place:- Bengaluru

Signature