

# Vivek Bhattacharya

Email: [bhattacharya.vivek@gmail.com](mailto:bhattacharya.vivek@gmail.com)

Contact No. (Mob) +91-7838296935

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## **OVERALL PROFESSIONAL EXPERIENCE- 15+ Years**

**(Details of working experiences are given in descending order of Tenure.)**

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### **(January 2021- Till date) (Own Work)**

- Currently operational in Delhi/NCR as a strong, versatile and committed Application team for Wall Painting and Wood Coating.
- Handling multiple painting and wood coating work in Retail, Commercial & Industrial Sites of Jotun Paints, Tripolorcon, Nerolac Paints etc.
- Working in both (Apply+Supply) & (Apply only) mode, as per the site's requirement.

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### **Kiseki One Day Home Painting (September 2019- December 2020)**

Decorative Paints Division of Maharani Paints.

### **Worked as Sales Head in Decorative Paints Division.**

#### **Work Responsibilities: -**

- Performing as Sales Head in the Decorative Paints Division of Maharani Paints under the Branding of Kiseki One Day Home Painting.
- Managing Sales Team for Entire Delhi/NCR (Strength of 12 Sales Executive and 4 Area Managers) divided into 4 Areas, along with entire Contact Centre Team (Strength of 3 Call centre executives and 1 Team Leader).
- Controlling Lead generation flow via Digital Marketing Team and Ad campaigns.
- Ascertaining the best pricing for client quotation, negotiation and closure.
- Coordination with Operations team and Site engineer to ascertain Client satisfaction and positive feedback.
- Achieving monthly target via Sales Team with minimum expectation of 5 Lacs each.
- Penetration in B2C & B2B segment business expansion.
- Brand promotion via Canopy activity and pamphlets distribution in News Paper.
- Introducing Business Associates with revenue generation model for extra business sourcing opportunities.

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## Own Startup in Decorative Paints (Mar 2013- September 2019)

- Execution of referral sites in terms of Wall Painting, Wood Polishing etc.
- Worked in Retail client sites as well as Commercial / Builder Sites, especially G+4 sites.
- Handling and managing multiple sites across Delhi/NCR with the support of 20 well-experienced painters.

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## IDBI Bank (Oct 2010- Feb 2013)

### **Worked as Manager-Assets (Sales & Technical) for Delhi/NCR Builder Relationship.**

#### **Following were the main job Responsibilities:**

- **Handling more than 220 IDBI Bank approved residential projects (Inclusive of running & completed projects)** in legal & technical aspects and for generating Home Loan business from builders.
- Cultivating new home loan and Loan against property business from the market by proposing new group housing residential projects and LAP cases for approval to Regional Credit Committee (RCC) of IDBI bank.
- **Maintaining relationship with channel partners (average strength of 130 agents)** for churning month on month business for the Asset centre. (With own contribution of average 3-5 Cr in subsequent months.)
- Maintaining constant communication with all the attached builders for latest updates pertaining to their respective projects in order to churn out maximum business and revenue.
- Analysis of property paper chain of both individual as well as builder cases.
- Maintenance & review of empanelled agencies for ROC search & taking necessary steps in case of charge on respective property.
- Managing documentation part of any project as per the audit guidelines prescribed by IDBI Bank.
- Building constant communication with builders & other working elements in market in order to cultivate fresh & continuing business for the bank.

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## Indusind Bank (June 2010-Oct 2010)

### **Following were the main job Responsibilities:**

- Handling Cash counters and managing operations like Cash Deposits/Withdrawals, Funds transfer (Normal & Corporate), RTGS Transfers and remittances.
  - Acquiring new clients for the Bank.
  - Designing client's financial portfolio, which could include securities, life insurance, bonds, mutual funds, annuities and other investments.
  - Deepening of existing CASA relationships and generation of referrals from internal database.
  - Cash management & disputes related to all offsite ATMs in Delhi-NCR.
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## Abn Amro Bank (Dec 2006- March 2009)

### **Worked as Team Leader in Lobby Customer Services.**

The profile was to deliver best of the customer service and manage the service issues of the lobby team as well as to meet the revenue benchmarks of the branch through investments through fee based products.

### **Worked as Sr. Officer- Cash & Remittance**

### **Following were the main job Responsibilities:**

- Interface with clients for providing need based customized solutions and cultivating relations with them for securing repeat business.
- Provide service support to clients and resolving their issues/ concerns to attain a high degree of customer satisfaction and enhance retention.
- Managing Operations like Cash Deposits/Withdrawals, Funds transfer (Normal & Corporate), RTGS Transfers and remittances.
- Managing the reporting of A/Cs for Large Cash Trxns, KYC Norms, and Due Diligence.
- Also, responsible for all the returns of the branch and the concurrent audit that takes place on the quarterly basis.

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## HDFC Bank (Aug 2005-Dec 2006)

Following were the main job Responsibilities

- Handling Cash counters and managing operations like Cash Deposits/Withdrawals, Funds transfer (Normal & Corporate),
- RTGS Transfers and remittances.
- Acquiring new clients for the Bank.
- Designing client's financial portfolio, which could include securities, life insurance, bonds, mutual funds, annuities and other investments.
- Deepening of existing CASA relationships and generation of referrals from internal database.

## **INDUSTRY EXPOSURE**

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- Real Estate, Retail Assets
- Financial Services
- Financial Market

## **SYNOPSIS OF ACADEMICS**

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- Professional Qualification: **MBA (Marketing, Specialized in Financial Market)** from Srinagar University, Uttaranchal.
- Year of Passing-2005 with 1st division.

Preliminary Qualification: **Bachelors in IT & Management from Dehradun.**

Examination	Year of Passing	Name of Institution	Percentage
BITM	May 2003	Informatics Institute (Specialisation-Network Engg.)	68%
XII-CBSE	Mar 1999	DAV School	62%
X-CBSE	Mar 1997	K.V No-1	67%

**DOB- 01/02/1981**

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