

## CURRICULUM VITAE

### ROUSHAN ALAM LASKAR



Mob: 0527866057



Email: [Roushanalam58723@gmail.com](mailto:Roushanalam58723@gmail.com)



Experience ---- 10+ Year's



Capable for Designation

Sale's officer

Executive Business Manager

Business Development Manager

Real Estate Team Lead



### CAREER OBJECTIVE

To serve an organization where I can devote my full effort to achieve goal of the company, to take the job with great sense of responsibilities, to enjoy the challenge of new situation and to be expert to make a positive contribution to the position.

### WORK EXPERIENCE

#### 1. MABEAT: - SALES OFFICER (MASHREQ BANK, PERSONAL LOAN DEPARTMENT) – (Since November, 2023 To till date.

Acquisition of customer through tele calling and cold calling to assist approving loan with proper explaining promotional interest rate, processing fees. Calculating interest rate with add back of allowances to give proper interest rate. Buyout of customer existing loan to maximise loan amount.

After pulling bureau report and after approving amount with the help of operation team I have to assist the customer to open a Salary Account in Mashreq Bank. And the next part of my job is to collect Salary Transfer Letter, Liability Letter and to take Signature of customer in Application Form. For non-listed company's employee guide, them to make on line journey for approval his Loan amount. Achievement of Monthly sales target. Communicative effectively with client to determine their financial need and loan requirement.

## **2. TURTLEMINT INSURANCE BROKING SERVICES PVT. LTD:- EXECUTIVE BUSINESS MANAGER ( Since 16<sup>th</sup>**

**February, 2023 To 26<sup>th</sup> September, 2023 ) :-**

Recruitment of Digital Partner. Work with Digital Partner to achieve the target of all types of Financial Product Like Personal Loan, Business Loan, Credit Card and Life Insurance. Assessed client's financial situation to develop strategic financial planning solutions. Identify the Ideal customer for Personal loan. Finalize the rate of interest to customer for both flat rate and reducing rate with product wise. Experience to work in CRM Portal to check the credit score report history of customer, Generate Lead number. Need to work in CRM Portal for submission of all documents like Aadhar card, PAN card, Mail ID, contact number, GST user ID and password, One year bank statement till date for business loan, Six months bank statement And 3 months' Salary slip for Personal Loan

## **3. HDFC LIFE INSURANCE COMPANY LIMITED Since (10TH MARCH, 2017 TO 18TH JANUARY, 2023) Silchar Branch**

### **Business Development Manager -**

Recruitment of Financial Consultant. Guide them to Qualify IRDA Exam. Train them to business login from sales diary , Partner portal login. Meeting with Customer to pitching the plan regarding Saving , Health & Term plan and to close the business with Collection of PAN card, voter ID, Bank passbook , Cheque etc or to make on line payment after login the business. Collection of PRL documents and needs to update these in system . Make Prospect list with Financial Consultant. Needs to achieve the monthly business target with the Financial Consultant team. Always needs to guide and follow up FC team to generate more Business. Needs to Policy log in system. Needs to PRL log in system . Target achievement of various business contest to qualify in given time line. To drive the business in positive .way as there should not be any drawback

**Reliance Jio Infocom Ltd . ,(4G) Real Estate  
Team Lead (Authorised Signatory):(Barak Valley)  
: ( SINCE MAY.2013 TO JANUARY,2017**

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- To report to the Real Estate Manager. Acquiring of land for 4G tower sites through GPS, joint visit with RF and construction team. Processing of Lease Deed sign off with the Lessor and convince him regarding all the points mentioned in the agreement.Collection of Land related documents in GBT tower and Building related documents in RTT tower.Procurement of Liasoning for local permission and Municipal permission from govt. authorities.  
.Negotiation of monthly rent with owner

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Ascend Telecom Infrastructure Pvt. Ltd, Guwahati Circle - Since Dec,2011

To April 2013

Land Acquisition Cum ROW Lead: (Assam & NE)

- To report to the Circle Head & National Acquisition Head corporate. Analysis of site survey and its selection. Land Procurement and its acquisition. Drafting, vetting and execution of various legal agreements, providing legal opinions on various issues. Liasoning with Government deptts. For getting various NOC & others permission to execute the projects.Due Diligence of legal documents. Train teammate to identification process, legal formalities, government procedures and Negotiation with the owner. Settlement of various legal issues regarding cell sites.Disbursement .of monthly rent to the land owners

GTL Infrastruture Ltd. Guwahati Circle (Jan,2011 To Nov,2011) .4

: Land Acquisition Officer

- Acquiring Land for installing telecom tower with GPS, Check the feasibility of existing sites for sharing. Commercial negotiTion negotiation with site owner to fix monthly rent. Collection of various Legal documents e.g. Jamabandi Certificate, Land Possession Certificate, Non-Encumbrance Certificate, Gao-Panchyat & Municipal NOC, Neighbour NOC etc. and discussing with advocate for legal vetting. .

Wireless Tata Tele Info Services Ltd. Guwahati Circle (2 Years) Jan  
Jan 2011 2009

: Project Engineer cum Acquisition officer

Acquisition of Land with GPS for installing tower (2) Collection of various (1 document relating to sites. (3) Looking after the sites before handing over a site to O&M , i.e. (i) Civil works (including tower foundation, DG foundation, Shelter foundation, Outdoor BTS foundation, Security room & Boundary wall) (ii) Preparation & layout of Drawing for civil works (iii) Electrical works (including Earthing of DG, Tower & Shelter, internal shelter electrical .( works e.g. connection of PIU, SMPS & Battery Bank

Reliance Telecom Ltd. Barak Valley, Assam ( 2 years) Oct 2006 To Dec 2008

: Site Acquisition Executive Cum Commercial Incharge

- Acquiring sites with GPS.. Various documents Collected e.g. from Gaopanchyat, from Town Development Authority, Land Holding Certificate from Circle Office.. Concerning all legal issues.. Concerning EB (power .connection) which has to deal with all Divisional SDO, DGM & Contractors

Al-Nafeesa Diamond Jewellery Muscat (Sultanate of Oman) salesman . 7  
.cum accountant (3 years) 2003 March To 2006 Feb

- Dealing with Arabian and international customer to sale Gold and Diamond Jewellery. Frequent visit to labrotary for labrotary test of gold

Ajmal Perfume Mumbai Accountant cum Salesman (1 year) July 2001 To .8  
Sept 2002

- .To attend with customer for selling various perfumery product

## SKILLS:

- ❖ Excellent communication skills
- ❖ Can quickly adapt to new environment
- ❖ Ambitious, quick learner, hardworking and result oriented
- ❖ Outgoing and friendly
- ❖ Like to work in a team

## COMPUTER SKILLS:

- ❖ Expert in MS Office tools, such as: MS WORD, MS EXCEL, etc.,
- ❖ Online banking software.
- ❖ Photography.

## LANGUAGES:

- ❖ English
- ❖ Hindi
- ❖ Arabic
- ❖ Assamese
- ❖ Bengali
- ❖ Urdu

## EDUCATIONAL QUALIFICATION:

- ❖ B.COM –Asam University Silchar

## PERSONAL PROFILE

Name	:	Roushan Alam laskar
Date of birth	:	01.01.1976
Gender	:	Male
Nationality	:	Indian

## DECLARATION

I do here by declare that all information given above are true to my best of knowledge and believes and I shall sincerely execute my duties to the full of satisfy.

**Roushan Alam laskar**