

SHIB SANKAR MAJUMDER

(CAMS)

DOB: 11-01-1990, Gender: Male

Country: UAE

Nationality: Indian

Mobile: +971 523601745

E-Mail Id: shibsankar0780@gmail.com



OBJECTIVE

Individual with a good reputation looking forward to work in the field of compliance in financial institutions bringing strong ability to adhere the AML & KYC rules and regulations guiding the company for the greater benefit. Being certified in compliance ,It will be easier for me to develop a solid reputation for assessing business needs,corrective plans and policy administration.

WORK EXPERIENCE

AL ROSTAMANI INTERNATIONAL EXCHANGE L.L.C

Designation: Branch Compliance Officer

Jan 2021 – Till Present

Job Profile:

- Carrying out the Compliance function of the organization to ensure the day to day functions are adhering to the UAE Government regulations and law.
- Compliance Monitoring and On boarding functions including KYC and Customer due Diligence.
- Following the 7 pillars approach of compliance to carryout smooth operation of the system.
- Report promptly any breach of policies and procedure at branch level to the Compliance Department.
- Being a Customer Service Officer and Branch Compliance Officer, we always need to follow the Risk Based Approach While onboarding customers.
- Independent Assessment , Filing Report and Documentation is an Integral part of my job profile.
- Performed campus inspections to ensure that all the areas, units and departments were following policy and procedures by state regulations.
- Maintained discipline and security while providing direct supervision of branches daily activities.
- Educate and train employees on current and new regulations, practices and requirements.

HDFC BANK LTD.

Designation: Virtual Relationship Manager (VRM)

June 2020 – Aug 2020

Job Profile:

- Provide premium customer service delivery to their mapped Prime and Imperia portfolio.
- Responsible for CASA deepening, NTB lead generation.
- Responsible for up selling, cross- selling, providing regular market information and updates to the customers.
- Manage the NRI portfolio through client outreach and continuous monitoring of client relationships including product, portfolio and banking needs.
- Achieve the monthly assigned revenue targets through effective cross-sales generating fee income across Investment, Assets, Cards and Liability products.
- Effectively utilize all applications, tools, and databases used to process transparent end to end client support.

UAE EXCHANGE L.L.C

Designation: Junior Associate (F.C. Teller)

October 2017 – Dec 2019

Job profile:

- Accountable for remittance and money transfer globally.
- Dealing with purchase and sales of foreign currencies.
- Worked as assistant supervisor, and conducted all the branch supervision .
- Kept all the track of branch related compliance .

- Managing a portfolio for HNI clients and generate business from them.
- Generating WPS lead and share the same in order to get optimum business
- Sales of NRE/NRO accounts of different countries such as India, Pakistan, Philippines etc.
- Accountable for generating leads for Corporate Salary and converting the same for business development.
- Generate business from different promotional activity as well as from open market.
- Accountable for handling CEM (Club Exclusive Member) customers.
- Responsible for the executing the commercial transactions of the corporate client.

Panasonic India Pvt. Ltd

April 2017 – July 2017

Purpose: A study to understand the consumer market of Panasonic Air Purifier

Methodology:

- Conducted a survey via questionnaire to identify customer preferences of air-purifiers at various workplaces
- Showcasing brochures to create awareness about the benefits of using air-purifiers
- Generating leads by visiting institutional channels
- Accountable to take orders from the retailers
- Developed a better understanding to deal with the retailers and solve their queries
- Sold the products to the retailers and convinced them to keep maximum products of Panasonic
- Responsible for collecting payments from the wholesalers and retailers

Learning

Outcome:

- Gathered knowledge about the air-purifier industry in Kolkata (India)
- Enhanced negotiation skills while interacting with customers.
- Understood the sales process followed by the company

ACADEMIC QUALIFICATIONS

Year	Examination	Institute	Board/University	Percentage
2019	MBA	NIBM GLOBAL	NIBM	86.5%
2018	PGPBM(Marketing)	Bengal Institute of Business Studies	V.U.	66.5%
2013	B. Tech (E.E)	Narula Institute Of Technology	W.B.U.T	70.20%
2008	Higher Secondary	Birati High School	W.B.C.H.S.E	61%
2006	Secondary	Uttar Dum Dum Vidyapith For Boys	W.B.B.S.E	77.78%

STRENGTHS

- Good Verbal and written skills
- Ability to collaborate with team members
- Good communication and presentation skills
- Capable to work with a fast-paced environment
- Ability to work with a sense of urgency without sacrificing accuracy

ACHIEVMENT AND ACCOLADES

- Won Employee of the month award consecutive 3 months in Uae Exchange.
- Consecutive best performer for the two financial year
- Got promoted to marketing department
- Highest value generator in FX business for FY 2018-2019
- Got the best performer award in Al Rostamani Exchange during their promotion.

HOBBIES

- Playing football and cricket
- Riding bike
- Watching movies

LANGUAGES KNOWN

- English
- Hindi
- Bengali

