

Anwesh Pradhan

Male

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XIM UNIVERSITY || 2020-22

DOB: 11/06/1998

Ambitious and results-driven Regional Business Manager with 2+ years of experience driving quality business growth, achieving exceptional results, and leading high-performing teams. Proven track record of success, with a promotion within 1 year and RNR winner(rewards and recognition). Excited to leverage my skills in sales, strategy, leadership, product and risk management to drive business excellence. Overall, I am enthusiastic about the prospect of applying my skills and contributing towards the organizational goals.

ACADEMIC QUALIFICATIONS

Degree	Year	Institute/University	Percentage/CGPA
MBA	2022	XIM University	68%
BBA	2019	Trident Academy of Creative Technology	64.15%
HSC (Stream - CHSE)	2016	Rajadhani College	53.50%
SSC (BSE)	2014	Vivekananda Shiksha Kendra	82.83%

WORK EXPERIENCE

Chaitanya India Fin Credit pvt ltd

May 2022- Ongoing

Area Business Manager

May 2022- Apr2023

- Spearheaded operations for 4 branches, overseeing a substantial portfolio of 46 crores and later opened a new branch, driving business growth and expansion.
- Consistently achieved business and recruitment targets..
- Ensured rigorous adherence to company policies, processes, and regulatory requirements, maintaining impeccable audit standards.
- Trained and developed high performing teams, fostering a culture of excellence.
- Received the prestigious” Best Unit Manager” award for outstanding achievements in:
 - Highest business growth
 - Highest collection efficiency
 - Highest audit score
 - Lowest attrition rates

Regional Business Manager

Apr 2023-Ongoing

- Achieved rapid promotion within 1year, demonstrating exceptional leadership potential and business acumen.
- Managed the Daltonganj region, overseeing 24 branches with a substantial portfolio of 200 crores.
- Transferred to newly open Dhenkanal region, established 2 more new branches and growing the portfolio to 20 crores across 6 branches
- Analyzing market trends and conducting area survey to identifying potential area for opening new branches.
- Developing and executing short-term and long-term strategic plans to drive quality business and man power growth and expansion.
- Proactively identifying and mitigating potential risks, ensuring business continuity and compliance.
- Effectively handled critical incidents ensuring prompt resolutions and minimal impact on business operations.
- Strong cross functional relationships with other departments ensuring seamless coordination and support.
- Conducting weekly review meetings and publishing MIS reports and maintaining process guidelines in accordance with company norms.
- Mentored and monitored high performing teams, providing guidance and support to enhance performance and achieve targets.
- Contributing to talent development through appraisal and promotion process.

LIVE PROJECTS / INTERNSHIPS

Tele Health India	Data mining and onboarding doctors for Virtual consultation	2020
Pie Rooms	Online marketing of its services and promoting through social media platforms	2021
PASD0	Strengthening primary education and an income source in Khamasom Walely Village	
Omnytrix	Generating leads and promoting their services through social media platforms	2021
Raw basics	Marketing and selling the products of Raw basics	2021

ACHIEVEMENTS AND ACTIVITIES

Certification	▪ Social media marketing course by Learnmall	2020
	▪ Candlestick patterns workshop by Leapup	2021
	▪ Financial modeling workshop by Leapup	2021
	▪ Certification in stock investing by Groww	2021
	▪ Advance excel workshop by JS Academy	2021
Communication	▪ Odia, Hindi, English	
Others	▪ Core Member, Sports Committee XIM University	2021
Technical Skills	MS Excel, SPSS, MS Word, MS PowerPoint, MAXQDA, Adobe After Effects, Kinemaster, Canva	
Personal Skills	Team player, Hardworking, Problem-solving, Creative, Energetic, Good listener	