



**Chriselda Regina Lobo**

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**Objective**

A position in a corporate setup where my experience aids in organizational excellence and the opportunities provided leads to avenues for personal and professional growth.

**Profile Summary**

A focused professional with over 3.7 years of experience in:

- Costing -Bag weight, Pricing and quotation
- Relationship Management –Telecalling

**Professional Experience**

**Costing Executive at Big Bags International Pvt. Ltd Company from July 09, 2018 - Sept 07, 2021**

**❖ Costing -FIBC Pricing and Small Bag pricing**

- Customer specification analyses and calculating the bag weight, price and preparing the quotation.
- Checking if the bag is been already provided to the customer.
- Checking the Planning data.
- Comparing the enquiry sheet with the order specification.
- Comparing the previous quoted price.
- Coordinating with the finishing department to check the difficulty /possibility of bag making the bag during the enquiry stage.
- Coordinating with the production department to check the possibility of making the fabric/liner/webbing/special inputs as per the customer requirement.
- Coordinating with the purchase department regarding outsource item.
- Coordinating with the logistics department regarding courier cost/Airfreight/DDU/CIF/LCL shipment.
- Coordinating with QC department regarding quality, standards, technical details and any other special requirement of the customer.
- Coordinating with the stores team for local transport costs

**Relationship Manager at Rupee Boss Financial Ltd Company from Oct 30, 2017 –March 30,2018.**

❖ **Telecalling**

- Loan distribution with the tie up of private banks
- Dealing with various loans such as personal loan, housing loan, mortgage loan, vehicle loan etc
- Telecalling the prospective customers
- Explaining them about the various loans with their rate of interest
- Building a better relationship with them
- Taking the bank details from the customer and helping them in knowing the CIBIL score
- Giving the customers the idea about the various factors involved
- Collecting all the necessary documents from the customer
- Proceeding it further to the bank
- Loan distribution.

**Academic Details**

1. Master of Business Administration (M.B.A) in Finance & Marketing from St.Joseph Engineering College Vamanjoor under Visvesvaraya Technological University (VTU) in the year 2017 with 69%.
2. Bachelors of Business Management from St Agnes College Autonomous (Under Mangalore University) in the year 2015 with 72.16%.
3. Pre University Course from St Agnes Pre-University College, Mangalore in the year 2012 with 88.17%.
4. SSLC Karnataka Secondary Education Board from Sacred Hearts' School ,Mangalore in the year 2010 with 72%

**Personal Information**

Date of Birth	:	24-09-1994
Nationality	:	Indian
Marital Status	:	Married
Husband's Name	:	Rolin Alexander Cunha
Languages Known	:	English, Hindi & Kannada
Passport No	:	U8857643
Visa Status	:	Visit Visa