

**Shubham Gupta**

**Address – 42/72/02 Varun Path Mansarovar Jaipur 302020**

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**Contact No. – +917792003880**

### **CAREER OBJECTIVE: -**

Seeking a suitable position in a banking organization where my knowledge and skills can be effectively applied to attain the Organization's goals and to enhance my career.

### **PROFESSIONAL EXPERIENCE: -**

#### **FED BANK FINANCEAL SERVICES LTD.**

**Role : Relationship Manager**

**Grade : AM**

**Location : Jaipur, Rajasthan**

**Time period : Jan.2019 to Aug 2020.**

#### **Job Profile: -**

- Acquisition of new builders, maintain relationship with existing portfolio and cross sell.
- Revenue generation through Home Loan, Mortgage Loan.
- Handling various Asset verticals at branch level–Home Loan, Mortgage loan.
- Establishing personal relationship & developing future business, resolving client queries/complaints as well as providing guidance on the various products and services provided by the Bank.

#### **ICICI BANK LTD.**

**Role : Senior Sales Officer (Retail Banking)**

**Grade : Senior Officer**

**Location : Jaipur, Rajasthan**

**Time period : JAN 2016 to DEC 2018.**

#### **Job Profile:-**

- Acquisition of new corporate clients, maintain relationship with existing portfolio and cross sell.
- Revenue generation through incremental term, demand deposits and cross selling of products i.e. Life Insurance, General Insurance, Fixed & Recurring deposit.
- Handling various Asset verticals at branch level – Working Capital, Business Loan, Car Loan.
- Handling various verticals within the Bank House Hold, T.A.S.C., Current Accounts etc and taken the responsibility of branch profitability, Brand image and customer relationship.
- Establishing personal relationship & developing future business, resolving client queries/complaints as well as providing guidance on the various products and services provided by the Bank.

## ICICI Bank Ltd. (I Process Services India Pvt. Ltd.)

Role : CPA Manager (Auto Loan Department)  
Grade : Team Leader  
Location : Jaipur, Rajasthan  
Time period : May 2014 to Feb 2015

### Job Profile: -

- Handling to Auto Loan Department, acquisition of new clients, maintain relationship with existing portfolio and cross sell.
- Documents Verification of Client for Auto Loan Department.
- Daily Ruting MIS maintained For Auto Loan Department.

## PROFESSIONAL QUALIFICATION: -

### POST GRADUATION

#### M.COM. (Master of Commerce)

Institute : University of Rajasthan  
Year : 2014-2015  
University : University of Rajasthan

### GRADUATION

#### B.COM. (Bachelor of Commerce)

Institute : St. Wilfred PG College  
Year : 2010-2013  
University : University of Rajasthan

### HIGHER SECONDARY: 2007-2008

Institute : Vikas Senior Secondary School, Jaipur  
Board : R.B.S.E. Board Ajmer Rajasthan

### HIGH SCHOOL : 2008-2009

Institute : Rawat Sen. Sec. School, Jaipur  
Board : R.B.S.E. Board Ajmer Rajasthan

## PERSONAL SKILLS: -

- Excellent communication and interpersonal skills.
- Leadership, Team-focused and Goal oriented.
- Strong ability to work under strict deadlines with ability to organize and handle multiple tasks simultaneously.
- Confident and Positive Attitude.
- Ownership Approach.

**PERSONAL PARTICULARS: -**

**Father's name** : Mr. Vinod Kumar Gupta  
**Date of Birth** : Dec31, 1993  
**Gender** : Male  
**Marital Status** : Unmarried  
**Hobbies** : Reading Newspaper, listing to news, Playing Chess  
**Languages** : Hindi

**Date** :

**Place.** : Jaipur

**Shubham Gupta**