**ICICI BANK Grade :Deputy manager,(privilege banker)**

* Relationship manager for more than 150 current account customer ,including NRI customers
* Observed retail operations and workflow to became familiar with the function of each position.
* Performed the duties and jobs required by the training program to gain first hand knowledge of the total retail Operations.
* Gain knowledge of the various products and services solicited with the retail environment and was able to sell and cross sell effectively
* Coordinated with teams and assisted clients in providing optimal financial product advice on various banking products.
* Providing best possible solution to NRI customer related remittance and investments.
* Monitored client requirement , identified prospective opportunities and assisted in increasing revenue.
* Developed and maintained bank revenue goals.
* Managed all products inquiries for clients and provided direct and indirect solutions.
* Remained updated on all available financial products and packages.
* Assisted customer by offering sound financial advice.
* Managed in-**personal , over the phone and email** inquiries in a timely manner.
* Contacted existing customers via email with information on new banking products.
* Helped customers make informed investment decision.
* Ensured that all financial transaction remained confidential.
* Ensured that client received the best available rates.

**SIGNATURE FINANCIAL SERVICES (Corporate funding) MANAGER (3 yrs)**

* Doing research in various industries and analyzing the profit margin of that business and pitch the product accordingly.
* Arranging meeting with managing directors and CFO of that company
* Working in debt syndication ,corporate finance, project finance ,business loan, Home loan
* Conducting meetings with various company and converting leads
* Analyzing financial of that company
* Arranging documentation of that company
* Representing case with the bankers
* Arranging PD with client
* Handling Pan India
  + Study of derivatives market in India. Learn how to open Demat account.

**SUMMER INTERNSHIP YASHAVI SECURITIES**

Studied how to trade in future and option. Learn how to do settlement of clients.

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **EDUCATION** | | | | |
| **Qualification** | **Institute / Organization** | **Board / University** | **Year** | **Percentage** |
| MMS(finance) | Aditya institute of management  studies & research | Mumbai University | 2016 | 75% |
| BMS | Chinai college of commerce | Mumbai University | 2013 | 65% |
| XII | M.K college | Maharashtra Board | 2009 | 67% |
| X | J.H.poddar high school | Maharashtra Board | 2007 | 64% |

# Computer proficiency

* OFFICE AUTOMATION & ADVANCED EXCEL
* FINANCIAL MODELLING
* FINACLE

**PROJECTS**

* A study of Derivatives market in India
* Marketing project on product “CURLIES NOODLES” in the annual marketing event “This Is It 2.15”
* 3D projects on analyzing the market segmentation of a product “WATER BOTTLE FILTER
* Analyzed and Valuation done on NIHARIKA CONSUMER PRODUCT LTD

**SKILLS**

## Financial modeling

* + Understanding and creating A financial model template.
  + Understanding and creating the project finance model.
  + Understanding and creating of Macros & VBA.
  + Understanding of creating of merger & acquisition model.
  + Creating various CHARTS (football field ,waterfall charts, gantt charts)

**CERTIFICATE**

* Certificate of Excellence “**Best commercial TV advertisement**” in annual marketing event “This Is It 2.15”in MMS
* Participative Certificate in “**Digital marketing workshop**” in MMS
* Certificate of “**office automation**”
* Certificate of “**financial modelling**”.
* Certificate of “**advance financial modelling in excel**”

**ACTIVITIES**

* Working with event Management Company.
* Managing & organising events in college.
* Promotional activities.
* Participate in NMIMS for business idea competition.