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| **Sandeep Paranjpe**  **Contact : +91 90520 45245, E-Mail:** [**paranjpesandeep@gmail.com**](mailto:paranjpesandeep@gmail.com) |

**Banking Professional with 18+ years of experience**

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| ***Executive Summary*** |

* **Wholesale Banking** I have worked in areas like Cash Management Services, Corporate Account Opening, handling the Day to Day transactions of the corporates.
* **Retail Banking** I have worked in areas like Branch Operations, cash, front office, clearing Operations.
* Have always tried to enhance business from existing clients and also generate new business prospects like

1. The first Trust and Retention Mandate implemented in ING Vysya Bank Limited.
2. The first E-Tendering Mandate in a Defence company “MIDHANI” in Indusind Bank.
3. The first BG Management Mandate for NMDC in Indusind Bank.

* Handled a team size of 20 people as Branch Operations Manager in ICICI.
* My Branch in ICICI Bank scored 86% in Customer Satisfaction Survey when the average customer satisfaction percentage of the bank as a whole was at 80%.
* In my tenor of 3 years as Branch Manager in ICICI, my branch scored an audit rating of more than 90%

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| ***Awards & Recognitions*** |

* ***Indusind Bank Limited***

1. Received Special Appreciation from Romesh Sobti for wining and successfully Implementing Aadhar Based Payment facility in Bharat Financial Inclusion Limited.

* ***ING Vysya Bank Limited***

1. Over Drive Award for successfully managing & Implementing CMS for 180 branches of National Insurance Company Limited.
2. Overdrive Award for excellence in implementing the first TRA Mandate in the bank
3. Deal of the Year award for FY 12-13 for being able to crack the LIC deal.
4. Overdrive Award for winning the LIC HFL CMS mandate for the Bank.

## *ICICI Bank Limited*

1. Executive Director League Award for outstanding performance for increasing Current account business from existing as well as new clients.
2. Shining Star Award for highest value of FD’s opened in a month (11th September 2006 to 31st October 2006).

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| ***Professional Experience*** |

#### **Indusind Bank Limited from October 2014:** *Deputy Vice President – Regional Sales - Cash Management Services, Andhra Pradesh & Telangana Region*

* Got promoted as Deputy Vice President from Asst. Vice President in August 2017.
* Taking care of end to end process flow for CMS i.e form structuring of CMS products, sales, Implementation and monitoring of daily operations of cash management services.
* Have been able increase the Income from CMS Products from Rs. 5 lacs to 75 lacs in 4 years in AP and Telangana region.
* Have been able to win the following Mandates

1. Bharat Financial Inclusion Limited – Gone live with API Payments and cash pick-up facility which increase the daily average float balances to Rs. 200 crores.
2. Successfully won and handled the NMDC Buy Back Issue for Rs. 7606 crores.
3. Rashtriya Ispat Nigam Limited for handling their E- procurement business which is around Rs. 1000 cores annually.
4. Spandana Spoorthy Financials Limited – Gone live with API Payments and NACH Collections, which has increased the average float by Rs. 100 crores
5. MIDHANI– handling their EMD Business which is around Rs. 1000 cores annually.
6. Apollo Pharmacy – CMS Collections
7. Fee Collections Business - Narayan Educational Society / ICFAI
8. MSN Group – H2H Payments
9. Have won and implemented dividend warrant mandates in FY 2015-16 of Dredging Corporation of India (Issue size Rs.8.40 Crores) & NMDC (Issue Size 515 Crores).

#### **ING Vysya Bank Limited from September 2010 – October 2014:** *Implementation Manager – CMS, Andhra Pradesh Region (Sept 2010 to March 2014), Relationship Manager – CMS, Andhra Pradesh Region (April 2014 to Oct 2014)*

* Have always worked towards enhancing Customer Satisfaction
* Have cracked CMS deals like LIC Housing Finance Limited which would be giving us an approximately inflow INR 500 crores every month.
* Successfully won the first Trust and Retention Account mandate for the bank, which gave us an inflow of around INR 1200 crores with an annual income of INR 30 lakhs
* I was instrumental and part of the team which formulating the guidelines & circulars for opening and operating the Trust and Retention Account.
* Ensured smooth implementation of National Insurance Company Limited Mandate. Have successfully opened 180 accounts of NIC in Andhra Pradesh and Successfully Implemented CMS Collection & Payment mandate.
* Successfully Implemented Online Payments facility for bulk cheque printing at customer locations for Hyundai Motors Engineering India Pvt Ltd.
* Consistently achieved CMS budgets year on year.

#### **Axis Bank Ltd (April 2009 – September 2010):** *Sr. Manager – Cash Management Services, Andhra Pradesh Region*

* Identify /Develop business opportunities for CMS business, was successful in winning the Mandate of Bharathi Cement for CMS collections and Payments. The total annual collections were approximately INR 720 Crores
* Handled dividend warrants issues like Andhra Sugars, Natco Pharma.
* Providing customised solutions to the Existing/New CMS clients and in the process won the collection Mandate of Amarraja Batteries, the total annual collections was approximately INR 400 Crores.
* Co-ordinate with various departments for cross selling of CMS services.
* Won the relationship of the Karvy Stock Broking for collections and payments.

#### **ICICI Bank Ltd. (Jan 2006 – March 2009):**

#### *Branch Manager, I Town Branch, Vijayawada*

#### *Branch Manager, Amalapuram*

#### *Relationship Manager – Cash Management Services (FIG)*

* As a Branch Manager / Team leader always looked at enhancing the knowledge levels of my team members as this would result in

1. Faster solutions to the customers
2. Increase customer satisfaction
3. Reduce the TAT for each job to be done.

* My Branch secured a score of 86% in Customer Satisfaction Survey when the average customer satisfaction percentage of the bank as a whole was 80%.
* In my tenor of 3 years, my branch scored an outstanding audit rating of more than 90 % .
* My Branch won the award for exceeding the Fixed Deposit target to the branch for the period 11th September 2006 to 31st October 2006.
* Won the Executive Director League Award for outstanding performance on Current account business, the branch was PAN India No. 7 in the Current account balances.
* As a Relationship Manager – CMS I had handled and on-boarded clients like Karvy Stock Broking / Basan Securities / PCH Securities for Online Payments including cheque printing.

**HDFC Bank, Hyderabad (Jan 2005 - December 2005):** *Assistant Manager, Cash Management Services.*

* Worked as Assistant Manager, Cash Management Services in the clearing division of HDFC Bank.
* Managed the processing of Tax challans and IPO issues in Andhra Pradesh.
* Have independently handled the team processing the Credit card Collections for Hyderabad and have always ensured reconciliation of the collection accounts on a regular basis.
* Have maintained consistency in the continuous improvement of the team’s efficiency and accuracy while processing in order to establish as a profit centre.

##### Global Trust Bank Ltd (currently Oriental Bank of Commerce) (March 2000 - December 2004): *Assistant Manager*

* This was my first assignment in the banking industry, which provided me enormous exposure to various roles in different departments in the banking like front office executive, Teller, ATM Coordinator, Clearing and Cash Management Services.
* Successfully managed the entire Clearing department in GTB, Ahmedabad was successfully processing around 5000 cheques per day.
* Was promoted to the position of Assistant Manager.
* I also got an opportunity to play a key role in the pilot project of setting up a new branch in Guntur, Andhra Pradesh.
* Independently lead a team of 10 people in the collections desk of the Cash Management Services Division.

**MFL Net Services Pvt Ltd (**July **1998 – February 2000):** *Market Research Analyst*

* Responsible for collecting information on various schemes offered by finance companies & Banks on car finance, housing finance, credit cards, insurance etc., which became a part of the personal finance website launched in March 2000. As a team member of the website development, I was able to get hands on experience on Front Page package and HTML.

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| ***Educational Qualifications*** |

* Post Graduate Diploma in Business Administration in Finance from Siva Sivani Institute of Management, Secunderabad.
* Bachelor of Commerce from Osmania University, Hyderabad.

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| ***Personal Information*** |

Date of Birth : February 12, 1975

Languages Known : English, Hindi, Telugu and Marathi.

Hobbies : Travelling and Music