**SHUBHAM KUMAR**

+91-9034724857

**SHUBURANA786@GMAIL.COM**

**CAREER OBJECTIVE:**

Seeking a position to apply development knowledge of sales, marketing strategies and operations reﬁned communication skills and ability to resolve organizational challenges to maximize proﬁts.

**Experience**

**Company: ICICI BANK LTD.**

**Location: Delhi**

Joined this organization on **17.6.2019**

Currently working as a **Relationship manager** for ICICI BANK at Delhi.

**Profile**

• Follow market trends and developments to increase the bank’s business in established and developing markets

• Provide product specialists with qualified referrals for cross-sell. Assist in closing deals across all products

• Develop, underwrite, and service business loans for business and individual clients including management of past dues and maturing loans

•Manage and grow a client portfolio that focuses mainly on Loans, FX, Derivatives, Cash Management, Trade

• Approves loans within assigned limits, manages loan and portfolio credit quality, sources prospects and develops new customer relationships

• Create and maintain a pipeline of business banking sales opportunities/relationships through multiple prospecting/business development techniques

**ACADEMIC QUALIFICATIONS**

* Master’s in Business Administration from Chandigarh University in

(Marketing & Finance) in 2019

* Bachelor’s in Commerce from Kurukshetra University in 2017
* Senior Secondary from Govt. School, kaithal under H.B.S.E
* Matriculation from B.S. Govt. School, Kaithal under H.B.S.E

**MANAGERIAL AND IT SKILLS**

Strategic Thinking and Planning, Project Management Skills, Leadership skills, Decision Making Capability, Collaboration & Teamwork, Negotiation Skills, Conﬂict Management.

Knowledge of Microsoft Power BI, and tally, Knowledge of IT tools like MS Word, MS Excel, and Power Point.

**PROJECT**

* Study on Consumer Behavior in Digital Market Health Map **HEALTH MAP DIAGNOSIS LTD.**

 **(7 Weeks)**

**ACHIEVEMENTS & AWARDS**

* Won Best cadet in **N.S.S (National Service Scheme)**
* Additional certificates from **IRDA(Insurance Regulatory Development Authority)**
* Successfully achieved certificate from **HEALTH MAP DIAGNOSIS LTD.** on Study of Consumer Behavior in Digital Market.
* Awarded as the **Hall of FAME** in ICICI BANK.

**EXTRA-CURRICULAR ACTIVITIES**

* Organized a blood donation camp at my hometown in 2016
* Coordinator of prize distribution committee, University in 2017
* Active participant of academic and cultural events at Chandigarh University.
* Industrial Visits to “VERKA” plant Mohali.

**PERSONAL INFORMATION**

**Father‘s Name :**  Mr. Satish Kumar

**Mother’s Name :** Mrs. Sudha Devi

**Date of Birth** **:**  28/02/1996

**Address**  **:**  V.P.O Batta ,Kaithal

**Language known :**  Hindi, English, Punjabi

**Hobbies/Interest :** Sports, Travelling, Surfing Internet, Music, Reading book (poem),

**REFERENCES**

Available upon request