**Parag Gangdev**

**”Shreenathji Krupa”**  **** +91 99250 29995

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 B\H Hanuman Madhi Temple,

 Raiya Road,

 Rajkot\_360007

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| **Summary** |

 13 years of experience in Insurance and Banking.

 Major Experience in Insurance, Finance and Retail Branch Banking.

 proven record inTeam Management of Branch banking, Finance and Insurance.

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| **Areas of Expertise** |

Banking Operations and Sales

Priority sector lending

Finance, Treasury & Accounting

Financial Management

General and Life insurance

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| **Employment History** |

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| **Sept`2016 Till Present** | **Equitas Small Finance Bank Ltd (Rajkot)** | **Branch Head** |

**About Equitas Bank Ltd.**

 **Equitas is a Basically Subsidiary of Equitas Holding Ltd having Almost 412 plus branches of Microfinance & Vehicle Finance across India, which is now, convert in to the Bank after getting the RBI Banking license received on 30th July`16.**

**Roles & Responsibilities**

 monitoring the cash entire cash counter, Handled the cash transaction of whole day viz -cash receipt cash payment NEFT RTGS Fund Transfer etc

 handling a branch banking inbound, out bound team.

 Cross sells the product to all the customers such as CASA life insurance loans Demat a/c

 handling the major sales part of branch

 Account opening process with accuracy and follow the bank process as per norms

 Checking BJR and all regular reports on regular basis with efficiency

 Certification of documentation required for opening and maintaining customers account

 handling the locker operations such as allotment of lockers, reconciliation of lockers etc

 KYC are adhered to at all points of time

 Keep watch on Source quality and keep the attrition in control Enhancing customer wallet size -Maintain good relationship with customers

 to look after the BDRs and DSR and lead them

 to achieve income from managed portfolio (Business leadership Program)

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| **Oct` 2014 Till Aug`16** | **Kotak Mahindra Bank Ltd- Amreli** | **Branch Manager** |

**About Kotak Mahindra Bank Ltd.**

Kotak Mahindra Bank is one of the Strong 4th largest fastest growing private sector banks worldwide. Also has spread its branches all over the India and services all over the world. Across India it has 1227 branches and over 2000 ATM Machines and has over 40000 employees. He recently Merger with ING VYSYA Bank 572 branches,

**Roles & Responsibilities**

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| **February 2011 Till October 2014** | **Icici Bank Ltd Dhoraji (Gujarat)** | **Branch Manager** |

**About IciciBank Ltd.**

Icici Bank is one of the strongest private sector banks worldwide. Also has spread its branches all over the India and services all over the world. Across India it has 3700 branches and over 15000 ATM Machines and has over 70000 employees and has services all over the world and also known as international bank as well

**Roles & Responsibilities**

 Monitoring the cash entire cash counter, Handled the cash transaction of whole day viz -cash receipt cash payment NEFT RTGS Fund Transfer etc

 handling a branch banking inbound, Out bound team.

 Cross sells the product to all the customers such as CASA life insurance loans Demat a/c

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 to look after the BDRs and DSR and lead them

 to achieve income from managed portfolio (Business leadership Program)

**Achievements Done**

 Over Achievement of all the Major Products targets of Branch in FY 2011-2012

 Qualified for the Farmer finance formula-1 Contact during Nov. 2011

 Qualified for the I-Inspire program during Oct-12

 Qualified for Commercial vehicle loan contest during Dec-2011

Awarded Brancho ka Badshah in January-2012.

6th Rank in Pan-Gujrat for productive branch 2013.

To qualify in Executive director club in life Insurance business in March`2014

Awarded as Gold loan Crorepati Branch Manager.

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| **January 2009 – February 2011** | **Cholamandalam MS General Insurance co.Ltd-Rajkot**  | **Sr.Relationship Manager** |

**About Chola MS General Insurance Co.Ltd**

Cholamandal MS general Insurance Co. is a subsidiary of Murugappa group chennai based company.Cholamandalam having more than 350 branches across india for general insurance business.

**Roles & Responsibilities**

 Reporting to Branch Manager.

 handling a Team of 4 relationship manager and sales officer.

 Also handling advisors query business and claim related issue.

 Joint visits with RM of Advisor and RTO agents.

 Training to advisor for IC-34 (GI-IRDA-Examination)

 Handling Cover note distribution to advisor and DSA, Auto dealer.

 Preparing daily sale, refund, and promotion scheme reports.

 making Weekly, Fortnightly and monthly MIS and report to Branch manager.

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| **December 2007-January- 2009** | **Tata Aig Life Insurance co.Ltd-Rajkot** | **Assistant Business Development Manager** |

**About Tata AIG**

Tata AIG is a Joint venture of TATA Group and American International Group to serving in Life insurance business in India. Across india having more than 300 branches.

**Roles & Responsibilities**

Recruitment of Advisor

Train advisor to clear IC-33 (IRDA License) examination.

Train advisor for Life insurance product and motivate them for achieving targets.

Generate revenue from agent.

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| **July 2006 – December-2007** | **Icici prudencial Life insurance Co.Ltd-Rajkot** | **Unit Manager** |

**About Icici prudential life**

Icici prudential life insurance co is subsidiary of Icici Group. Having more than 500 branches across india in for life insurance business.

**Roles & Responsibilities**

Recruitment of Advisor.

Train advisor to clear IC-33 (IRDA License) examination.

Train advisor for Life insurance product and motivate them for achieving targets.

Generate revenue from agent.

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| **March 2003- July-2006** | **Shreenathji Investment Pvt Ltd** | **Relationship Manager** |

 **About Shreenathji Investment.**

Shreenathi Investment was a one of the sub broker of SKSE (Saurashtra Kutch Stock - Exchange) Rajkot having a 5 Branches in Rajkot. And more than 25000 customer base

In Rajkot.

**Roles & Responsibilities**

 To Achieve monthly Target month on month of Revenue generation.

 Work on called calling, Reference leads and telecaller.

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| **Education** |

 Bachelor of Commerce (B.Com) Year of Passing-2002

With Specialization in Account and Auditing

From Saurashtra University

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| **IT Knowledge base** |

 Certificate Course in computer, Well-versed and proficient in handling window-based application and MS Office & Basic of Internet

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| **Personal Information** |

 Date of Birth: May 11th 1980

 Gender: Male

 Marital Status: Married

 Nationality: Indian