

VIJAY KUMAR SINGH

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Innovative team player with good communication skills well adaptable organisation abilities and a constant quest for knowledge

Professional Objective

Seeking a position to utilize my skills and abilities in the Industry and Institution that offers Professional growth while being resourceful, innovative and flexible

Professional Synopsis

- 13.9 Years of work experience in Banking & Sales. Currently working with ICICI Bank Limited as a designation of Business Banking Specialist, Taking care of Jaipur Wealth Group
- Experience in Retail Branch Banking, Transaction Banking, Commercial Banking and Business Banking
- Experience in Channel Sales management , Corporate sales , Retail Sales , Online & Offline Sales
- Effective Management of Customer Relation Operations; ensuring maximum customer satisfaction by providing timely clarification of queries & services, and converting these satisfied customer into sustained profitable module
- Worked with Axis Bank Limited as a designation of Commercial Banking Manager, Treasury RM and Transaction Banking Manager for Varanasi Main Location
- Worked with Kotak Mahindra Bank Limited as a designation of BBRM for Varanasi Main Location
- Worked with HDFC Bank Limited as a designation of Preferred Relationship Manager for Mumbai Location
- Worked with Religare Securities Limited as a designation of Manager equity and handling team of 6 person
- Worked with Indiabulls Ltd - Mumbai as a designation of Relationship Manager equity
- Worked with shopper's Stop Limited as a management trainee

Career Highlights

Company: ICICI Bank Ltd. Jaipur

Designation: Business Banking Specialist

Profile: Banking & Sales

Duration: December 2019 to Till Now

Responsibilities:

- Working with ICICI Bank Bank Ltd as a designation of Business Banking Specialist
- Providing Business Banking solution & Forex solution to Wealth customers of Jaipur city.
- Handling a team size of 22 Wealth Relationship Managers. Trained them nurture them regarding product knowledge, Process and updates
- Handling Capital account transaction like ECB and Grants of microfinance organisations.
- Providing CMS services to some of the key wealth customers and institutions.
- Providing financial solution to small and medium size businesses in terms of Cash Credit, Letter of Credit, Term Loan, Working Capital Loan, Bank Guarantee, PCFC, LAP and LCP.
- Providing trade & forex related financial solution to the customers and generating revenue in all aspect of Banking needs
- Key Customer Relationship Management & supervision of all High Net Worth customers.
- Periodic review of Wealth Relationship Managers regarding commitment vs. achievement
- Advise Wealth clients on the range of options available
- Track and review process gaps as identified through Clients Feedback, Channel Feedback and suggest changes in line with organizational strategy
- Ensuring that KYC norms are followed during onboarding new clients by Wealth RM

Company: Axis Bank Ltd. Varanasi

Designation: Commercial Banking Manager & Transaction Banking Manager

Profile: Banking & Sales

Duration: Sept 2016 to November 2019

Responsibilities:

- Working with Axis Bank Bank Ltd as a designation of Commercial Banking Manager
- Providing Forex solution to Branches Like Varanasi Main, Maqbool Alam Road, Shivpur, Hardattpur, Wazidpur and Lanka Branches
- Handling the Portfolio size of 40 cr. of 176 customers also managing 3 person team
- Involve in capital account transaction for External Commercial Borrowing and generated 28 Lac Forex revenue for the bank in single shot
- Providing CMS services to some of the major financial Institutions like LIC, Bandhan Bank, Utkarsh Bank and Cashpor Micro Credit.
- Providing financial solution to small and medium size businesses in terms of Cash Credit, Letter of Credit, Term Loan, Working Capital Loan, Bank Guarantee, PCFC, LAP and LCP.
- Providing trade & forex related financial solution to the customers and generating revenue in all aspect of Banking needs
- Key Customer Relationship Management & supervision of all High Net Worth customers.
- Periodic review of progress vs. objectives

Company: Kotak Mahindra Bank Ltd. Varanasi

Designation: Business Banking Relationship Manager

Profile: Banking & Sales

Duration: Sept 2013 to Aug 2016

Responsibilities:

- Worked with Kotak Mahindra Bank Ltd as a designation of Business Banking Manager
- Handling the Portfolio size of 80 cr. of 635 customers.
- Providing financial solution to small and medium size businesses in terms of Cash Credit, Letter of Credit, Term Loan, Working Capital Loan, Bank Guarantee, LAP and LCP.
- Providing trade & forex related financial solution to the customers and generating revenue
- Managing Individual exposure ranges of Rs. 50 lakh to Rs. 30 crore
- Key Customer Relationship Management & supervision of all High Net Worth customers.
- Periodic review of progress vs. objectives
- Maximum dealing with HNI, NRI, clients & Ultra HNI as a terms of relationship

Company: HDFC Bank Limited Mumbai

Designation: Preferred Relationship Manager

Profile: Banking & Sales

Duration: Feb 2012 to Aug 2013

Responsibilities:

- Handling the Portfolio size of 65 cr. of 400 customers.
- Key Customer Relationship Management & supervision of all High Net Worth customers.
- Ensure all components of the branch sales model function as per design.
- Periodic review of progress vs. objectives.
- Responsible to generate maximum business from portfolio customers
- Responsible for new acquisition of the customers to the bank.
- Responsible to achieve portfolio revenue target i.e. 8.5 lac per month.
- Responsible to cross sell all banking related products and third party products to portfolio customers.
- Coordination with Branch Manager and cluster head to get new business to the Branch.
- Providing Banking services to corporate & Retail Client
- Managing corporate relationship Like Jindal Steel and many more
- Providing NRI Preferred Banking services to NRI customer
- Providing all kind of loan related requirement to our corporate & Retail clients
- Providing equipment finance and business banking services
- Customised Investment Solutions for all kind of banking need
- Manage channel partner and business associate
- Generating revenues through mutual fund, life insurance. Share trading and many more financial product
- Beating the competition through HDFC product
- Maximum dealing with HNI clients & Ultra HNI as a terms of relationship

Company: Religare Securities Ltd. Mumbai

Designation: Manager Equity

Profile: Marketing & Sales

Duration: Feb 2010 to Jan 2012

Responsibilities:

- Promotion of Religare product
- Providing financial services to corporate clients
- Manage corporate relationship
- Motivate the team to achieve the target
- Discuss the role and responsibilities of each team member
- Manage the team in all aspect of revenue generation
- Manage channel partner and business associate
- Generating revenues (in terms of brokerage)
- Beating the competition through Religare product
- Cross selling and upselling of Religare product
- Organising equity and derivative concept for existing & new customers

Company: Indiabulls Ltd Mumbai

Designation: Relationship Manager

Profile: Marketing & Sales

Duration: May 2008 to Jan 2010

Responsibilities:

- Started Indiabulls as a management trainee
- Monitoring Branch Operational activities
- Selling with all aspects suspecting, prospect, approach, negotiation, close, Deals
- Data Collection & Lead Generation through cold calling and references
- Team support for better achievement & results
- Focus towards objective
- Creating awareness about lucrative offer
- Generating Revenue from maximum resources
- Creating awareness of Indiabulls products and educate people about Indiabulls Trade platform

Projects and Live Assignments: -

Company: Shopper's Stop Ltd. Bangalore

Designation: Management Trainee

Duration: 2 Month (25th August to 25th Oct. 2006)

Responsibilities:

- Sales target achievement for the assigned section
- DM (Department Manager), Merchandiser and Vendors
- Competition Survey
- Customer service Management
- Inventory Management
- Co-ordinating with ROM (Retail Operation manager)

Qualification Highlights

2008	Post Graduate Programme in Business Management (PGPBM) International School of Business & Media, Bangalore Dual Specialisation: Marketing & Finance
2005	B.A. Bachelor of Arts (History & Sociology) U.P. College, V.B.S Purvanchal University
2000	12th from U.P.College(U.P. Board) Biology
1998	10th from U.P.College(U.P. Board) Science

Areas of Interest

- o Banking Sector, Media Sector, FMCG Sector, Automobile, Retail Sector & Consumer Durables, Logistic

Computer Proficiency

- Internet proficiency
- Operating System-Windows XP/2003 Server/Vista/Window7,
- Packages-Ms Office 2003,2007(Word, Excel, Power Point, Access)

Awards and Achievements

- Maximum number of mutual fund logged in mutual fund contest
- Decent amount of contribution in IPO funding, 100 Cr.
- Appreciation certificate from Cluster head for generating revenue of 35.8 Lac through business banking
- Got award of rising star in Indiabulls Ltd for selling.
- Two-time Dare contest qualified while working with Kotak Mahindra Bank
- I got appreciation certificate from Cluster head for SME budget achievement also got motivational Book from Circle Head in Axis bank

Hobbies & Extra Curricular Activities

- I would Like to Interact with people, so that I can share my ideas and adopt some good Innovation
- Hobbies include reading news paper, watching CNBC, National Geographic, Movie & Discovery channel
- Self learner with the ability to understand new technology
- Sweet Soft music which keep me away from stress

Personal Details

Date of Birth – 04th August 1983

Nationality – Indian

Marital status- Married

Languages known – English, Hindi

Communication Address- SH-3/55, C-1 Shaidham Colony Laxmanpur Shivpur

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Vijay Kr. Singh