

## **Kaushal Bhatewara**

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### **Professional Profile**

- A dynamic professional with over 3.6 years of experience in the field of Banking & Sales which includes roles like Client acquisition, Manage premier client portfolios of consumer lending as well as business banking products.

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### **Areas of Expertise**

- Developed the marketing and promotional strategies for SCB's loan products in compliance with the ethics and policies of SCB Mortgage
- Devised promotional strategies in form of incentives targeted towards loan customers.
- Created a prudent sales plan to match the sales targets set by the department.

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### **Organisational Experience**

Standard Chartered Bank, Mumbai/Pune: July 2011 – Till Date

#### **Manager Origination – SME Assets and Liabilities**

##### **Key Responsible Areas:**

- Originate and analyze all areas of mortgage application to ensure accuracy.
- Processed mortgage loan information prior to final approval from the underwriters
- Generated new business through presentation of bank products to customers. Followed up with customers to ensure satisfaction.
- Coordinated and assisted in the processing and closing of mortgage and home equity loans
- Client management – Handling a portfolio of accounts and directly interacting with them, Focus on client satisfaction and customer relationship by providing timely support for banking requirements
- Involved in end- to-end sourcing for NTB's on monthly basis
- Enabling services like Straight 2 Bank, Doorstep banking, etc
- Analyze potential loan markets to develop prospects for loans.

### **Academic Credentials**

MBA (Finance and Marketing) from MILE University – 2011 First Class  
B.Com from Pune University - 2007 First Class  
HSC from Maharashtra Board -2004 First Class  
SSC from Maharashtra Board -2002 First Class

### **Extracurricular Achievements**

**Summited Everest Base camp, 2010**

**Tennis coach, 2003 to 2008**

### **Personal Vitae**

**Date of Birth : 12 August 1985**

**Marital Status : Single**

**Language Known : English, Marathi, Hindi, Gujarati, Marwadi**