**Rohit Samaria**

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**Profile:**

**MBA in finance & Marketing** with almost 9yearsof total experience, out of that 1 year of experience in **HDFC Bank Ltd** as a Relationship Manager – Trade Finance & Forex Services, 5 years of experience in **Axis Bank Ltd** handling Trade Finance & Forex Services, NRI Services and 2.5 years of experience in **Thomas Cook India Ltd** handling Forex products and services. Achieved outstanding success in building and maintaining relationships with Customers with excellent levels of retention and loyal. Exceptionally well organized with a track record that demonstrates self-motivation, creativity and initiative.

**Career Objective:**

To strive hard and perform my level best in an organization which gives me an opportunity to prove my abilities with Mutual Growth. I would like to contribute to my maximum capacity to be a renowned professional and create my own identity with reaching the Goals of the Organization and maximizing them to the possibility.

**Professional Experience:**

**HDFC Bank Ltd (Relationship Manager – Trade Finance & Forex Services, Working Capital Group - Business Banking)**

**January 2013 – Till date**

**Job Profile:**

* Handling trade profile of SME segment of Mumbai region having portfolio of approx 400 credit sanctioned customers.
* Maintain and develop customer relationship management to originate business and service client needs on Trade Finance and Forex Services.
* Goal is to grow account profitability by maintaining a high service standard and compliance.
* Responsible for FX and commission income from existing set of clients and exploring avenues for new income generation from existing as well as new clients.
* To ensure quick resolution on customer issues and complaints.
* Co-ordinate with trade processing center to ensure seamlessly processing of trade transactions and adherence to RBI/FEMA guidelines and internal procedure.

**Axis Bank Ltd (Deputy Manager, Trade Finance Dept, Fort Branch – Mumbai) April 2010 – December 2012**

**Job Profile:**

* Worked with the biggest Branch of Axis Bank with annual turnover of over Rs. 70,000 Crores and profit generation of more than 70 crores in FX business.
* Handled Foreign letter of credit, Buyers credit, import payments, Outward and Inward remittances, Foreign Bank Guarantees and Exports Financing with compliance to guidelines of FEMA and RBI.
* Responsible for interbank relations with overseas branches/offices of Indian and foreign banks for arranging for Buyer’s credit.
* Sourcing clients for Trade Finance/Forex Segment and deepening the business from existing clients.
* Maintain effective client relationship and ensuring delivery of high service standard and providing clients with necessary information about Trade finance and engaging with key personnel of the organization.
* Worked in Fully computerised (Finacle package ) and strictly complying with organization defined TAT guidelines and service level agreement (SLA).

**Axis Bank Ltd (Relationship Manager, NRI Services, Vashi Branch – Navi Mumbai)**

**January 2008 – March 2010**

**Job Profile:**

* To acquire, Retain and develop NRI clients portfolio.
* Played a key role in Deepening Preferred Relationships and Increasing Preferred Portfolio at branch.
* Cross selling of different products by offering investment products like Mutual Funds, Insurance and Bonds etc, cards, Retail assets loans.
* Contribute to the overall growth of the branch with respect to fee- based income.
* Customer Relationship Management for efficient servicing & providing information update on products to customers.
* Training and grooming the business development executives to drive them for mobilizing the business.

**Thomas Cook India Limited (Executive - Forex, Mumbai)**

**August 2005 – December 2007**

**Job Profile:**

* Responsible for handling and managing operations and sales of foreign exchange products.
* Manage and develop relationship with Corporates, Banks, Full Fledged Money Changers, Restricted Money Changers and Institution for buying and selling of foreign exchange products viz. Cash Currency, Travellers Cheque, Wire Transfer, Foreign Demand Draft and Travel Currency Card and cross selling of different products like prepaid card, credit cards and travel insurance.
* Interface between the dealing room and clients in terms of exchange rate.
* MIS and compliance and it seamless processing.

**Key Achievements & Recognitions**

* Handling flawlessly the Imports Desk of Fort Branch (Largest Branch of the Bank) of Axis Bank and effectively contributing to Profits of More than 70 crs from Forex Segment.

* Have the experience of Handling key accounts viz., Reliance Group , Essar Steel , Essar Oils, Idea, Loop Mobile ,Tata Tele, Afcons, Prism Cements, ABG, ADAG Group, Bombay Dyeing, PSL Ltd, Reliance Info Media of ADAG, Tata Chemicals, Suahashish Diamonds, Firestone Diamonds, GILI, Suraj Diamonds, K P Sanghvi, Patel Engineering, Allcargo Global, Glenmark, Arch Pharma, Elder Pharma , JSW Group ,GTF etc.

**Technical Aspects:**

Well versed with Windows, MS-Office Applications, Finacle Core Banking Software, SWIFT.

**Educational & Professional Credentials**

* M.B.A.(Finance & Marketing) from Indian Institute of Tourism and Travel Management, Gwalior (M.P), in 2005.
* BCA from Osmania University, Hyderabad (A.P) in 2001 .

**Personal Information:**

**Date of Birth**: 20th August 1980; **Language** **Proficiency**: English, Hindi, Punjabi, Gujrati**; Marriage Status:** Married**; Nationality:** Indian**;** **References:** Available on Request.