

Deepak Nauriyal

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MBA (Finance and Banking)* Bachelor of Engineering

PROFESSIONAL SNAPSHOT

- An astute professional with more than 12 years' industry experience in Corporate and Retail Banking, Finance, Credit, Trade and Foreign Exchange, Legal and Compliance, Relationship Management and Team Management.
- Currently associated with Axis Bank as a State Head (Vice President) handling Chandigarh, Haryana, Punjab and Himachal region.
- Possess strong communication, analytical, analysis/mapping and negotiation skills.

COMPETENCIES OVERVIEW

Client Relationship Management

- Managing customer centric operations, forwarding customer instructions to the concerned department and ensuring customer satisfaction of achieving delivery and service quality norms with minimum TAT.
- Managing the overall functioning of process, identifying improvement areas and implementing adequate measures to maximize customer satisfaction level.
- Interfacing with clients for understanding their requirement and cultivating relations with them for customer retention and securing repeat business.

Team Management

- Leading, mentoring and monitoring the performance of team members to ensure efficiency in process operations and meeting individual and group targets.
- Creating and sustaining a dynamic environment that fosters development opportunities and motivates high performance amongst team members.

Core Competencies

- Trade and Foreign exchange products.
- Lending, project finance and working capital assessment.
- Risk analysis.
- Legal and Valuation of the properties.
- To arrange events and promotions from bank for various industry associations.

ORGANISATIONAL SCAN

Axis Bank (July 2021-Present): State Head Vice President.

- Heading MEG (Medium Enterprise Group) department for Chandigarh, Himachal, Punjab and Haryana Region of customers whose turnover ranges from INR 75.00 Crores to INR 500.00 Crores.
- Handling team of 5 RMs based out of various locations.

Yes Bank (December 2019-June 2021)

- Heading lending department for Haryana and Uttarakhand Region.
- Team Lead of 5 RMs based out of various locations.

IndusInd Bank (November 2017-November 2019)

- Regional Sales Manager of Business Banking Department.
- Team Lead OF 4 RMs based out of various locations.

ICICI Bank (September 2014-October 2017)

- Relationship Manager at Chandigarh location (Trade and Finance Lending)

Standard Chartered Bank (November 2008-October 2012)

- Relationship Manager at Gurgaon location (CA, FX and Trade Customers)

Significant Accomplishment

- Qualified for Amsterdam contest in FX revenue contest.
- Member of the "Talent Pool" called as Hypo Group in Standard Chartered Bank which is approximately top 3.0% of the total employee strength (2011).
- Highest revenue contributor in Geography (Axis Bank)
- Won various contests in banking industry.

ACADEMIC CREDENTIALS

- 2014 MBA (Finance and Banking) from NIIT University, Neemrana
- 2008 BE from Panjab University Chandigarh.
- 2003 XII CBSE (PCM) GMSSS-33 Chandigarh.
- 2001 X CBSE, GMSSS-19 Chandigarh

Others: Business Internship

- 3 Month Internship (2012) at Commercial Banking Branch of ICICI Bank at Chandigarh.
- 3 Month Internship (2012) at Government Banking Division of ICICI Bank at Chandigarh.
- 6 Month Internship (2014) at SME Credit Department of ICICI Bank at Chandigarh.

PERSONAL DOSSIER

- Father's Name Mr. K.N Nauriyal
- Date of Birth 5th August, 1985
- Permanent Address Flat No. 1106 , Savitry Greens , Zirakpur

Declaration:

The above information is true & correct.