

JAMES J. PARMAR

DATE OF BIRTH: 04TH APRIL, 1990

MOBILE: +91-8452964142 | E-MAIL: james.p@itm.edu

OBJECTIVES:

To obtain better position in organization that will enable me to use my organizational skills, educational background and ability to work well with people.

Profile

- Associated with ICICI Bank as Privilege Banker
 - One point contact for all Liability as well as Assets products of ICICI Bank
 - Handling HNI and Ultra HNI clients of ICICI Bank
 - Acting as a Revenue generation unit
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Core Competency

- Pre as well as post sales support
 - Handling HNI and Ultra HNI customers portfolio sourcing
 - Build and Leverage Relationship
 - Excellent interpersonal skills
 - Leadership competencies
 - Demonstrate personal excellence
 - Cross selling and Up selling
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ICICI Bank

10th July 2015 to 23rd March 2016

Position: Deputy Manager Retail Banking Group

Department: Retail Banking Group

Key Responsibilities:

- Monitor and address HNI and Ultra HNI clients for banking and Investment requirements
- Managing the High Net Worth of the customer
- Client Acquisition of Liability as well as assets for ICICI Bank
- Generating revenue by selling of products like Life Insurance, Mutual Funds, CASA Retail Assets as well as Wholesale Assets
- Handling Portfolio of HNI and Ultra HNI clients
- Regular contact with all mapped clients through weekly/ monthly calls
- Reaching out all mapped clients on periodic basis and cross selling as many products as possible
- Focus on business development across liabilities ,assets and fees to sustain and achieve growth in relationship value , revenues and improved client stickiness

Axis Bank

6th Feb. 2014 to 31st June 2015

Position: Assistant Manager (Retail Banking Operation)

Department: Central Liability Hub (CLH)

Key Responsibilities:

- Handling priority customers, HNIs and ultra HNI clients for resolving their queries
- Helping Branches for reducing NFTR and processing their queries within TAT
- Maintaining KYC documentation of clients
- Handling customer account closure request and account transfer request
- Performing quality check of documents of all clients
- Responsible for helping clients with their financial questions and needs

Internships:**Jhaveri Securities Ltd.****7ST January, 2013 – 7TH June, 2013****Title:** Maintain portfolio of Investors

- Played a significant role in interfacing with the customer groups to drive market share for Jhaveri's products
- Promoted the business for focus distributors of Jhaveri Securities Ltd
- To manage and reduce identified risk and penetration of market by selling of financial products
- Introducing new investments avenues in portfolio
- Part of sales team and the products on which I worked was equity, commodities, Derivatives

GMM Pfaulder Pvt. Ltd.**1ST April, 2010– 31ST May, 2010****Title:** Study the organisation's product, price, place and promotion

- Collecting and analysing the data regarding product, price, place and promotion - Marketing Mix
- Meeting with the client and distributor for the organisation
- Developing strategies for penetration of market

Education Qualification:

- PGDM – Finance from Institute For Technology And Management , Mumbai in 2014 and securing 73.57 %
- B.B.A – Advance Financial Management and Advance Marketing Management from Sardar Patel University Gujarat in 2011 and securing 66.43%
- Successfully completed Higher Secondary school, Gujarat Board in 2008 and securing 65.00%
- Successfully completed secondary school, Gujarat Board in 2006 and securing 67.27%

Computer Skills:

- **Operating Systems:** Windows 8, Windows 7, 2003, 2000
- **Application Tools:** Microsoft word, Excel, Power point, Access

Position of Responsibility:

- Actively worked in Public Relation and Brand Management Committee
- Class representative for 2 consecutive years
- Organizer of external events committee

Other Activities and Achievements:

- Participated in Crisil's young thought leader competitions on a topic "**Are emerging markets becoming more attractive to the investor as a result of the European crisis?**"
- Participation in Panel discussion on "**Media, Society and Business**" – Corporate points of view on 7th January, 2011.

Other Interests:

- Playing Cricket
 - Watching Movies
 - Reading Newspaper
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Flat No. 202 Sun city Residency. Sector 3, Kharghar , Navi Mumbai- 410210

Alternate E-Mail: jameschristian605@gmail.com