

## Professional Experience

### Indusind Bank Ltd., Lucknow, U.P

July 2013-Feb 2014

Trainee

Branch banking

Key Result Area:

- **Acquisition** of new clients: Acquired **23 NTB** (SA,CA,CC,LI,Trade&forex &Loan) within a span of 7 months ensuring **revenue maximization**.
- Managing **customer centric operations**, coordinating with credit, trade, Forex, loan etc. departments by forwarding customer requirements & ensuring satisfaction by achieving delivery and service quality norms with minimum TAT.
- Interfacing with clients for understanding their requirements& suggesting the most viable solutions/products and cultivate relations with them for **customer retention & securing repeat business**.
- **Daily servicing of customer** – Issuance of Cheque books, DDs, cash deposition /withdrawal issues, documentation issues etc.
- Ensuring **sourcing of quality accounts** with strict adherence to **KYC norms**.
- Integrating and reporting **branch business MIS**.

## Education

Qualification	Year	Board/University	Institute	CGPA/%
Post Graduate Diploma in Management (Finance & Marketing)	2013		Jaipuria Institute of Management, Lucknow	6.84/10
B. Com	2011	Lucknow University	Avadh Girls' Degree College,Lucknow	64.50
XII	2008	CBSE	Army School,Gorakhpur	91.00
X	2006	CBSE	Air Force School,Gorakhpur	86.80

## Academic Achievements:

- Certificate of **Appreciation** for securing high rank AISCCE-2008 (**2<sup>nd</sup> rank in a class of 250**).
- Certificate of **merit** for securing distinction in **applied business statistics** in 2010-11.

## Academic Projects

<b>Profitability&amp;Performance of UCO Bank</b>	Analysing the risk associated& its management by UCO bank &analysing its performance on key parameters. (Course: Risk management in commercial banks )
<b>Financial Analysis of DLF ltd. &amp;Omaxe Ltd.</b>	Interpretation & comparative analysis of financial ratios of Dlf Ltd. & Omaxe Ltd. (Course: Management Accounting)

## Summer Internship

STATE BANK OF INDIA, Local Head Office, Lucknow

Duration: May to July 2012

Project title: SME business potential in semi urban and rural areas

Resources & hindrances in tapping this business at Ramabai Nagar and Allahabad districts & suggesting remedies.

## Positions of Responsibility

- Coordinator of **6<sup>th</sup> National conference on Interdependence, Integration& co-creation** for year 2011.
- Coordinator of **annual management fest** of JIML (OJAS), 2012.
- Head of **Sports committee** & member of **alumni committee**, JIML, 2011-13.
- **School Representative**, Army school, Gorakhpur, (2007-08).

## Extra Curricular Activities

- Certificate of Participation (selected among **top 5 candidates**, in class of 250) in conference of **CII** held in Lucknow in 2011.
- Certificate of **appreciation** for being an active member of “**Disha**” a social initiative of **Bhavishaya, IIM, Lucknow** 2011-13
- Runners up, **basketball**, Inter college fest, OJAS, 2011.

## Key Interest

- Kathak
- Basketball.