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**OBJECTIVE**

In quest of obtaining a position which would enable learning, sharing my organizational experiences and working towards the growth of the organization by undertaking challenging assignments and delivering timely results using my knowledge and skills.

**APERCU**

* An astute MBA with 6 years of insightful experience in Sales & Marketing, Business Development, Trade & Forex Operations, Portfolio Management & Customer Relationship Management.
* Currently associated with YES Bank Ltd. as Financial Partner at Lajpat Nagar Branch in Branch Banking Group
* Highly successful in building relations with upper level decision makers; seizing control of critical problem areas and delivering on client commitments.
* Proven track record of increasing revenues, proposing solutions for better financial management and creating a team work environment to enhance productivity.
* Possess excellent interpersonal, communication, leadership and organizational skills along with good presentation, negotiation & relationship management skills.
* Certifications: AMFI, IRDA.

**CORE COMPETENCIES**

***Marketing/Business Development***

* Identifying and penetrating new market segments, analysing business potential, conceptualising & executing strategies to promote products for business excellence & achieve desired targets.

***Trade &Forex Operations***

* Handling and scrutiny of different types of Trade Finance products like Forward, Bank Guarantees, Letter of Credits, and Buyer’s Credit etc.
* Processing of Inward & Outward remittances for trade & non-trade activities.
* Handling and scrutiny of documents of all types of Forex transactions like direct, advance, miscellaneous etc.
* To increase Trade & Forex revenue of the branch by acquiring business relationships with high potential on foreign exchange revenue through inward or outward remittances

***SME Corporate Banking***

* Providing a full range of services to High Value Clientele including Current/Trade accounts, Loans, Foreign exchange transactions, Cash management and Wealth management services.
* Reinforcing the bank’s brand equity by positioning the services as a single-point boutique & further cross selling bank’s products like Mutual Fund, Credit Cards, General Insurance, Life Insurance etc.

***Client Relationship Management***

* Committed for excellent customer service with professional approach and service excellence abilities& providing first line customer support to queries & resolving their issues ensuring minimum TAT.

**CAREER HIGHLIGHTS**

**AUGUST 2010 – TILL DATE (YES BANK LTD.) FINANCIAL PARTNER**

***Job Roles and Responsibilities***

* Conceptualizing and implementing plans with a view to penetrate new accounts and expand existing relationships for a wide range of financial products/ services.
* Generating revenue through the Forex Trading, Mutual Fund, Insurance and other Financial Product.
* Providing trade support and reconciliation as well as performing confirmations and settlements on all trades.
* Processing of Inward and Outward Remittances.
* Confirmed trades with clients and offered operations support for traders.
* Overseeing Branch Operations with key focus on bottom line profitability by ensuring optimal utilization of available resources.

***Client Relationship Management***

* Managing customer centric banking operations & ensuring customer satisfaction by achieving delivery & service quality norms.
* Ensuring that highest service standards are maintained for servicing of clients and maintaining minimum turn-around-time.
* Building and maintaining healthy business relations with clients for cross selling various banking products and providing advisory services regarding investment.

**JUNE 2008 - JULY 2010 ( AXIS BANK LTD.**) **BUSINESS DEVELOPMENT EXECUTIVE**

***Job Roles and Responsibilities***

* Managing a wide gamut of banking functions for Savings / Current Accounts, Fixed Deposits, NRI Accounts and Recurring Deposits.
* Handled the Sales Promotion.
* Planning, organizing and effectuating innovative sales programs to improve the product awareness and escalate business volumes.

***Client Relationship Management***

* Identifying and networking with prospective clients, generating business from existing accounts and achieving profitability and increased sales growth.
* Co-ordinating with corporate clients to assess the requirements and offering tailor made solutions.
* Building and maintaining healthy business relations with clients, ensuring high customer satisfaction matrices by achieving delivery & service quality norms.

**NOV. 2004 – OCT.2005 (EXPOSURE MEDIA MARKETING LTD.) SALES EXECUTIVE**

***Job Roles and Responsibilities***

* The Key responsibilities are to meet with new clients as well as existing clients and tell them about the proposal and convince them about the product & Price.
* Perform the all marketing activity to meet the company Goal.
* Relationship building with customers in the assigned area of operations.

**PROFESSIONAL EDUCATION**

* PASSED **PGDBA** FROM **GRADUATE SCHOOL OF BUSINESS AND ADMINISTRATION,** approved by AICTE, ISO 9001-2000 Certified, AIU Certification.
* **DUAL SPECIALIZATION: MARKETING&FINANCE**

**GENERAL EDUCATION**

* Passed Secondary from C.B.S.E. securing 57%.
* Passed Higher Secondary from C.B.S.E. with science steam, securing 62%.
* Passed **B.Sc(Chemistry Hons.)** from V.B. University, Hazaribag, and Securing 61%.

**ACHIEVEMENTS & RECOGNITION**

* More than 100% achievement of FY 2013-14 targets in almost all parameters.
* Promoted as Financial Partner from Client Relationship Partner in a span of 3 years.
* Promoted as Assistant Manager from Sr. Officer in 2013.
* Promoted as Sr. Officer from Officer in 2012.
* Winner of overseas trip to **Dubai** in FY 2013-14
* Winner of overseas trip to **Bangkok** in FY 2012-13
* Winner of overseas trip to **Dubai** in FY 2011-12.
* Winner of Insurance trophy in Q4 of FY 2011-12 for overachieving cross sell targets
* Regular accolades & certificates from RBL & CBL in regional level contests.
* Winner of almost all national trips during my career with Yes Bank Ltd.
* Achieve 4th position in “Super 16” contest pan India by doing 32 accounts (only SMT+SPA+PBG+NRI) in a Month.
* Achieve 6th position in “DUS KA DUM” organized by Yes Bank Ltd.
* Qualified in various contest like “fantastic Goa”,”HAR DIN EK” organized by Axis Bank Ltd.

**Personal Information**

* Sex & Marital Status: Male & Married
* DOB : 19th Feb 1983.
* Nationality : Indian

**DECLARATION:** - **I hereby declare that all the above information is true to the best of my knowledge and belief.**

**Place: NEW DELHI**

**Date: 03/09/2014. (Ravi Shekhar Singh)**