Prashant Sinsinwar

Mobile No: - +919601493540 Email ID: - sinsinwarprashant@gmail.com

**CAREER OBJECTIVE**

To offer my service to an organization helping it to attain its aims and objectives and in the process fostering personal and organizational development, and to secure a challenging position where I can effectively contribute to the organization.

**PROFESSIONAL SNAPSHOT**

* An astute professional with 9 years of experience in **Banking Operations and Sales**
* Had monitored & improved sales in the field of CASA, TPP with the help of 5 team members
* Strong experience in handling team and managing operations and sales at branch level for bank
* Ensuring high responsiveness to customer’s problems. Act in their best interest by providing timely and qualitative resolution to their issues
* Hardworking and result-oriented with strong communication and leadership skills
* Had undergone leadership program for 15 days and prepared project to improve branch hygiene and to improve system controls

**ORGANISATIONAL SCAN**

**Since June 2017 with ICICI Bank, Ahmedabad - Deputy Branch Manager**

**Significant Roles: -**

* Ensure smooth functioning of the branch and follow banking norms
* Responsible for monitoring business, compliance and operations
* Responsible for taking decisions that are cost effective and generate revenue
* Monitor the branch sales targets and strategize to acquire new accounts and expand existing accounts by offering various financial products and services to the customer
* Keep up to date with product to provide suitable advice to the customers
* Reduce the waiting time for customers in branch
* Increase the customer satisfaction
* Make action plan, and strategize to get profit through branch operations and cross sell

**Since November 2012 to June 2017 with IndusInd Bank, Ahmedabad - Service Delivery Manager**

**Significant Roles: -**

* Authorize teller transactions
* Verifying AOF for ensuring KYC compliance for every account opened
* Effective Complaints handling for respective work area
* Delivering superior client experience in the lobby by rendering exemplary levels of customer service thereby making banking simple and hassle free for the customer
* Cross selling and giving investment advisories to the customers

**Oct’10 to Oct’12 with Axis Bank Ltd as Assistant Manager**

**Significant Roles: -**

* Handling Cash Transactions, Remittances, Cheques, Demand Drafts and Pay Orders Preparation
* Increase in CASA New to Bank Book
* Strengthening of existing relationship & Deepening in mapped Book
* Regular monitoring of office accounts with a view to improve control on branch operations
* Adherence to KYC & Compliance norms
* To make the bank 'Preferred Financial Solution Provider' for the branch customers by facilitating cross-sell of investment & other financial products

**April ’10 to Sep’10 with Angel Broking Ltd as Business Development Officer**

**Significant Roles: -**

* Responsible for acquiring new Sub-brokers
* Maintaining relations with existing Sub-brokers for revenue generation
* To guide the Sub-broker to prepare the documents in proper way
* Provide strategic inputs through proposals based on what the market demands
* Developing long-term relationship with existing and new Sub-brokers
* Monitor competitor’s offering and prices

**June ’09 to Mar’10 with Vinay Enterprises as Business Development Executive**

**Significant Roles: -**

* Responsible for acquiring new clients
* To handle corporate presentations and documents
* Maintaining relations with existing clients for repeat orders
* Provide strategic inputs through proposals based on what the market demands
* Monitor competitor’s offering, prices and sales

**ACADEMIC CREDENTIALS**

* 2009 Post Graduate Diploma in Management from IMDR, Pune.
* 2005 B.Sc Mathematics from Gujarat university, Ahmedabad.
* 2002 HSC from Gujarat Board, Ahmedabad
* 1998 SSC from Gujarat Board, Ahmedabad

**CERTIFICATIONS**

* Cleared NSE’s**(NCFM**) certification in financial market-beginners’ module
* Cleared NSE’s**(NCFM)** certification in derivative Market (Dealers) Module
* Cleared NSE’s**(NCFM)** certification in Capital Market (Dealers) Module
* Cleared **BCSM** module
* GNIIT – **NIIT** ( 1 Year)

**LINGUISTIC KNOWNLEDGE**

|  |  |  |  |
| --- | --- | --- | --- |
| Language | Speaking | Reading | Writing |
| English |  |  |  |
| Hindi |  |  |  |
| Gujarati |  |  |  |

**PERSONAL DETAILS**

Date of Birth : 27th February 1983

Marital Status : Married

Gender : Male

Permanent Address : A-17, Shivdhara Appartment

Near, Heritage Homes, Thaltej

Ahmedabad (Gujarat)

Contact Number : (Mob.) 9601493540

E-mail Address : sinsinwarprashant@yahoo.com

sinsinwarprashant@gmail.com

**DECLARATION**

I hereby declare that the information stated above is true to the best of my knowledge.

**Place**:Ahmedabad

**Date: 23-09-2020**

**(Prashant Sinsinwar)**