

# **RESUME**

**PARAS DINESH VARIA**

**Mobile No. : 09328284855**

**E-mail id: [pdvaria21@gmail.com](mailto:pdvaria21@gmail.com)**

---

## **OBJECTIVE / VISION**

To develop the career in the field of banking which gives me an opportunity to learn and further develop my skills while working on challenging assignments with the best people and Technologies. It's my cherished vision to reach the topmost echelons of corporate world by adding superior value to the organizations & beating all competitors.

## **WORK EXPERIENCE :**

**Summary: 16 years+ experience in banking sector with 14 years in leading pvt.bank**

- 1. Axis Bank Ltd. (Erstwhile UTI BANK)- June 2002 to till date- 14yrs @ Ahmedabad, Metoda, Surendranagar,Gondal, Rajkot & Jamnagar locations:**

<b>Asst. Vice President, Branch Head</b>	<b>: 01.06.2011 till date</b>
Sr. Manager, Branch head	: 01.09.2010 to 31.05.2011
Manager (Ops Head, BSM)	: 01.04.2008 to 31.10.2010
Dy. Manager (Ops Head, BSM)	: 01.04.2004 to 31.03.2008
Executive (Operation)	: 01.06.2002 to 31.03.2004

## **JOB PROFILE :**

❖ **Presently, working as Branch Head in Ahmedabad city since June 2016:**

❖ Managing a business of Rs.200Cr+ along with monitoring of all operational work.

❖ **Worked as Branch Head @ Surendranagar branch from July 2012 to Apr 2015:**

- Managed a business of Rs.170Cr+. including Rs.60Cr. CASA & Rs.70Cr. asset i.e. Agri & SME along with monitoring of all operational work & responsibilities by mentoring a team of 15 staff.
- Execution of marketing strategies to achieve Branch Budget.
- Focus on branch primary budgets & strategy to achievement of targets.
- Effectively implement the strategies to enhance resource productivity.
- To assist in building competencies of entire team.
- To achieve consistent revenue growth of the branch.
- Servicing key corporates, HNI, Trusts and retail customers.
- Providing training & motivation to entire team to sale our bank's core product with all cross-sell opportunities & participate aggressively in all on-going campaigns.
- Handling & monitoring entire retail, Agri, SME, OD, BG operations at branch level.

## **BUSINESS DEVELOPMENT:**

- Mobilized substantial CASA & Term deposits in all my posted branch location.
- Mobilized substantial retail Agri, SME, Forex business in all my posted location.
- Generated substantial IPG products actual revenue viz. LI, GI, MF, OTR in short span with a top ranking in entire cluster/circle.
- Mobilized MF business of more than Rs.10 Cr.in 2 years.
- Sourced many High value Govt. relationships like DRDA, Municipal Corporations, Gram Panchayat, DDO, TDO grant a/cs etc.

➤ **MAJOR TRAINING PROGRAMME ATTENDED:**

- Banking awareness & Finacle module– Mumbai (2002)
- Sales effectiveness Workshop (2006)
- 3 days MDP on communication skill @ IIM-Lucknow (2009)
- Branch Head Orientation Training (2010)
- Dale Carnegie's Leadership training (2013)
- Accelerate-Leadership Program (2016)

**2. Nawanagar Co-op. Bank Ltd.- Jamnagar : Feb. 2000 to June 2002:**

- Looked after all clerical banking transactions.

**3. Reliance Petroleum Ltd. - Jamnagar :Nov 1997 to July 1999:**

- Worked in Contract Cell Dept. as a Sr. Asst. on contractual basis looked after all refinery related electrical comparative analysis & MIS.
- Articleship with J.R.SHAH & CO. - Mumbai:  
From 15.02.96 to 25.07.97:  
Looked after the finalisation of accounts, Tax Audit & filing of IT returns.
- Articleship with J.K.SHAH & CO. - Mumbai:  
From 01.07.94 to 14.02.96:  
Looked after audit of companies, firms, Taxation work & appearing before Income Tax Authorities.

**EDUCATIONAL QUALIFICATIONS:**

- Passed S.S.C. with distinction from Satya Sai High School at Jamnagar.
- Passed H.S.C. with Higher Secondary class from Jai Hind College at Mumbai.
- Passed B.Com. with First Class from Jai-Hind College at Mumbai.
- Passed INTER C.A. examination.
- ***Passed CAIIB examination in the year 2005-06.***
- *Passed NCFM Examination in Mar'2007 with 71%.*

**ABOUT MYSELF**

I am a very honest, hardworking & a diligent banker. My prime objective is to achieve any given task with best of my abilities. Having associated with Banking Industry, I have developed a good level of leadership, communication, convincing skills, Inter personal skills and understanding of customer behavior. I strongly believe in teamwork.

**PERSONAL PROFILE:**

PERMANENT ADDRESS: 202, LAXMI APARTMENT,  
5/21, PARK COLONY, Opp. Joggar's Park,  
Jamnagar- 361008.

E-MAIL ADD. : [pdvaria21@gmail.com](mailto:pdvaria21@gmail.com), [paras.varia@axisbank.com](mailto:paras.varia@axisbank.com)

DATE OF BIRTH : 21 ST AUGUST, 1974

MARITAL STATUS : MARRIED

NATIONALITY : INDIAN

CASTE : JAIN

LANGUAGES KNOWN: ENGLISH, HINDI AND GUJARATI

➤ **ADDITIONAL INFORMATION :**

- Good listener, Flexible and like to work with a winning team.
- Interested in reading, music, playing cricket, table tennis, and carom.
- Developing new relationship with people in various walks of life.

