

MAYUR BHATIA

RELATIONSHIP MANAGER

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PROFILE SUMMARY

Experienced Banking Professional with 2 years of Client engaging, Relationship Building, Providing Financial solutions and Portfolio Appreciation. Wherein I perform required Analytical and interpersonal skills to negotiate and carve out the best results possible.

KEY SKILLS

Financial Analysis, Accounting Fundamentals, Financial Modelling, Valuations, Equity Research Analysis, Derivatives, M&A Modelling, Corporate Finance, Capital Market Products, Pitch Books and Excel skills (with proficiency), Interpersonal and Negotiation skills, Analytical-Critical Thinking, Problem Solving.

PROJECTS

- Built a Presentation on *Anti-Money laundering case study: YES BANK*
- Conducted a Corporate Interface Program (CIP) Auxano Software Solutions, Reliance Nippon Life Insurance Ltd and other firms.
- Prepared a Research paper on Factors influencing Purchase decisions of OTT Platforms during MBA.

EDUCATION

MBA in Marketing and Finance. Jun '19 – Apr '21
SRI BALAJI UNIVERSITY PUNE (SBUP) | Pune, Maharashtra

BBA in Marketing Apr '16 – Apr '19
K.S School of Business Management | Ahmedabad, Gujarat

PROFESSIONAL EXPERIENCE

Relationship Manager– AGRI & SME Jun '22 – Present
AU SMALL FINANCE BANK | Ahmedabad, Gujarat

Working in AGRI and SME Specific sectors and performing as Relationship Manager covering working capital and Project finance deals.

- Successfully on boarded proposals worth total exposure of *INR 10.5 Crores till now.*
- Analyzed Business models in various *Food processing sectors* under the AGRI-SME vertical of the bank to understand their financial needs.
- Conducted in depth survey in the target market, represented the bank at a business expo – *Khadhya-Khorak, Gandhinagar-2022.*
- Incorporated almost *9 leads/week of business channel partners* and Direct Clients
- Built a network of *4 Payout Structured Channel Agents.*

Enterprise Solution Manager– RIBG May '21 – Jun '22
ICICI BANK | Surat, Gujarat

Served as **Working Capital Manager** covering rural touch points of the captioned region

- On boarded *12+ clients* with total book growth of around *INR 13 Crores* in SME Vertical across Textile, FMCG Distributors, Diamond, Engineering and other manufacturing sectors
- Empaneled *5 Pay-out structured Business Development Channels*
- Handled Continuous Financial assessment of *40+ clients* as a part of portfolio Management.
- Liaised with various internal groups: Legal, Technical, and operations.
- Co-ordinated and Generated business for *7 Branches* in the region.

CERTIFICATIONS/TRAINING

- PG Program in Investment Banking and Capital Markets– Data-Trained | March 2023
- PG Program in Investment Banking– LGCA (London Research & Compliance Academy) | March 2023
- Digital Marketing | Google Digital Unlocked | March 2021

ACTIVITIES & HONORS

- Got Recognized Certificate in ICICI BANK in Multi-Product Drive Competition from Zonal Head
- Received Honorary mention in DT-MUN during Post Graduation
- Won First Prize in Event–Corporate Roadies during Graduation

INTERNSHIPS

Marketing Intern Mar '20 – Apr '20
SUPER BREAD | Ahmedabad, Gujarat

Created Order Management MIS for Existing outlets as well as added new outlets

Marketing Intern Sep '20 – Oct '20
SHIKSHADOTCOM | Remote

Carried out Campus Review Marketing by interviewing students from different streams