

SUDHIR BHARGAVA

UX/Front-end Development



CONTACT

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PROFILE

A mid-career banker who got curious about the web – now an innovative web developer with a passion for CSS, UX and client satisfaction. Possess excellent client empathy, strong savvy in business (seasoned by years of international banking experience) and a track record of achieving outstanding sales success through successful client outcomes and relationships. Have a Graduate Certificate in Front-End Web Development from Harvard (GPA 3.75) and UX certification from UXQB. Currently freelancing and looking for the right full-time opportunity in UX Engineering/Development/Consulting.

SKILLS

EFFECTIVE
COMMUNICATION



NEGOTIATING
SUCCESSFUL
OUTCOMES



ACCOUNT
MANAGEMENT &
CLIENT



CONSULTATIVE/SO
LUTION SELLING



RESPONSIVE
MEDIA DESIGN
WITH SASS & CSS



CREATING
DYNAMIC &
INTERACTIVE



OBJECT
ORIENTED
PROGRAMMING



BUSINESS
FINANCE/BANKING



EMPLOYMENT HISTORY

UPWORK | UX/WEB DEVELOPMENT & BUSINESS CONSULTANT/FREELANCER

Nov 2018 - Present

Freelancing as a consultant both independently and through Upwork. Currently working on a few assignments including a website and database with the award-winning writer, playwright and poet Javant Biarujia from Melbourne, Australia. The project requirement is effective display, styling and graphics as well as security of content for a large amount of data.

JP MORGAN CHASE & CO | VP BUSINESS RELATIONSHIP MANAGER III

Apr 2016 - Sep 2018

Managed a portfolio of business clients for their lending and banking needs. Maintained pro-active interaction, prompt service delivery, effective listening and active communication with clients creating healthy understanding of their businesses and strong partnerships. This resulted in strong client retention and satisfaction rates as well as excellent lending and profit growth for my portfolio.

Achievements

- I was at 120% of lending target as of December 2016 - my first 6 months in the portfolio
- I was at 135% of target for fee income as of December 2016 - my first 6 months in the portfolio
- I closed the largest commercial mortgage within my team in 2017

HSBC USA | VP, SENIOR BUSINESS RELATIONSHIP MANAGER

Apr 2012 - Feb 2016

Managed a portfolio of businesses (revenues up to \$100 million) for their lending and banking needs. Maintained pro-active and effective interaction with clients to understand the financial needs and operations of their businesses and ensure a strong partnership. Developed strong client relationships resulting in high client retention and satisfaction as well as strong portfolio growth.

Achievements

- Highest new to bank deposits in Brooklyn team as of July 2015
- New fee income from cross sales of \$272,000 for the year 2014 - ranked highest in fee income for the year
- I closed and managed the biggest Purchase card in Business Banking for 2014

NATIONAL AUSTRALIA BANK | BUSINESS BANKING MANAGER

Jan 2009 - Dec 2011

Worked with Australia's largest Business Bank on a portfolio of small to medium businesses to partner with them for their banking and lending needs. Aim to maximize asset and revenue growth and minimize risk for the portfolio. Complete underwriting for new loans and renewals. Supervised an assistant to ensure optimum service and sales results.

NATIONAL AUSTRALIA BANK | BUSINESS BANKING, CREDIT ANALYST

Jan 2004 - Dec 2008

Managed the credit process for Business Banking lending applications in an assigned portfolio of businesses. Also monitored the credit quality of the assigned book including managing the loan renewal process. Confer with clients, Relationship Manager and Credit Manager to effectively understand and manage requests

EDUCATION

Jan 2018 | HARVARD UNIVERSITY EXTENSION SCHOOL

Jun 2019 | Front End Web Development - Graduate Certificate

Jul 2002 | UNIVERSITY OF MELBOURNE

Jul 2003 | Applied Finance - Master of Applied Finance