

# Shubham Singla

## OBJECTIVE

My primary objective managing the credit and collection functions within the company. This includes monitoring, reporting, and analyzing the credit exposure of customers to ensure that it matches the company's overall financial commitment to its customers.

## SKILLS

Communication  
Problem-solving  
Critical thinking  
Time management  
Lesson planning  
Leadership  
Interpersonal skills

## ADDRESS

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## PROFILE

As a Collection Manager with experience in the financial industry, I have successfully overseen the collection of outstanding credit and invoices, consistently achieving given targets on time. I have a proven track record of effectively managing teams and utilizing my leadership skills to motivate and inspire my colleagues. With strong communication and problem-solving abilities, I am able to handle collections in a professional and efficient manner. In addition, I have a strong background in sales and have developed excellent interpersonal skills, allowing me to build relationships and negotiate effectively with clients. Moving forward, my goal is to continue to optimize collections processes and strategies to increase the number of successful collections and minimize profit loss.

## EXPERIENCE

### **SEP 2022 - TILL DATE** **Piramal Finance as a Branch Collection Manager**

Currently working as a Collection Manager at Piramal Finance, where I oversee the collection of outstanding credit and invoices to minimize profit loss while ensuring it is handled appropriately and per company policy. I am responsible for creating and implementing strategies to increase the number of successful collections on outstanding debt.

- Consistently achieve given targets on time, demonstrating my strong leadership and teamwork skills.
- legal action on the customer for failing to pay Emi's.
- Developed an end-to-end data warehouse solution that automated the collection and analysis of large datasets, resulting in an increase in efficiency

### **JUL 2021- SEP 2022** **Rbl Bank as a Deputy Collection Manager**

Previously worked as a Collection Manager at RBL Bank, where I successfully managed the collection of outstanding credit and invoices. I utilized my management skills and effective communication to ensure timely and successful collections.

- Achieved targets and maintained a high level of motivation, demonstrating initiative and problem-solving abilities.
- Tracked and monitored progress of individuals using data collection and graphing, allowing for informed decision-making
- Monitored customer accounts for overdue payments and initiated collection activities

### **NOV 2016 – JUL 2021** **Axis bank as a Deputy Sales Manager**

Worked as a Deputy Sales Manager at Axis Bank Ltd, where I effectively communicated with clients to promote and sell banking products and services. I consistently met and exceeded sales targets, demonstrating my strong interpersonal skills.

- Successfully built and maintained relationships with clients, showcasing my effective communication and interpersonal skills.

## EDUCATION

MBA, LPU  
December 2019- December 2021

B.COM, PUNJAB UNIVERSITY  
June 2013- June 2016

## COMMUNICATION

As a collections manager, I believe the most important skills to have are excellent communication and problem-solving abilities. These skills are essential for communicating with clients and customers about their accounts and helping them resolve any issues they may have.

## PERSONAL DETAILS

- NAME: - Shubham Singla
- FATHER NAME: - Krishan Singla
- D.O.B: - 24<sup>th</sup> April 1995
- MARITAL STATUS: - Single
- NATIONALITY: - Indian