



SHAMBHU SHANKAR JAISWAL

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Aims to scale heights in Sales & Marketing, Business Development with an organization of repute

- Over **9 years** of experience in Banking & Financial services, Banking sales & Banking Operations, business development & relationship management.

Presently Working from April-2018 till Date **with "NBFC".** as **AREA BRANCH MANAGER** for managing sales & operations of Banking Financial Products like liabilities, Assets, TPP and others through Team of RM's for the assigned territory at **Jamshedpur South East Region** handling Portfolios of HNI, UHNI, corporates etc.

- Worked with "ICICI Bank Ltd."** as **AREA MANAGER/RM in DFG CASA Portfolio, handling Working capital, Business Banking, SME/MSME Finance.** from November 2017 to April 2018 **at North India at Delhi NCR Circle Region.**
- In **Accenture** for **"JFS Banking operations Project."** as **Cluster Operation Manager** from August 2015 to November 2017 in Delhi NCR for UP-West and Uttarakhand region.
- In **"HDFC BANK Ltd"** as **Personal Banker Sales / Preferred Relationship Manager (Portfolio & LCB Manager),** in Retail Branch Banking from September 2011 to July 2015 in Kolkata & Jamshedpur-Jharkhand.
- In **"Aditya Birla Money Ltd."** Worked as a **Management Trainee/Relationship Manager** from November 2005 to May 2006 in Bangalore, then as **Area Branch Manager/Franchisee Development manager,** from December 2009 to September 2011 in Jamshedpur/Rourkela.

(Description of the job & Key Result Areas):-

- Roles & Responsibilities:-** supervision of sales and service of the assigned territory reported to Regional Manager, currently handling Multiple Branches with team reporting. responsible for sales goals through new business sales, referrals cross sales and retention of account relationship. Weekly/monthly reviews for outbound and inbound sales. Supervision on documentation for accounts opening formalities, KYC verification, Transaction and AML monitoring, financial statement analysis to evaluate the ability of a business to honor its financial obligations and credit analysis by calculating the creditworthiness of business. statutory compliance & Bank Audit through Provided team. Managing & serving the HNI & Corporate customers of Bank, achieving the business targets assigned in terms of cross selling, enhancing and upgrading the Portfolio relationships, Meeting sales targets spread across liabilities, retail assets, business Banking, Working Capital, Forex, Credit Cards, TPP etc. also managing daily Business Development, Team Handling R&R Driving, Statutory Compliance & Bank Audit process. Supervision on daily operational activities through provided team. Providing Wealth, Portfolio & Relationship Management Services to the HNI Clients and Corporate Bodies, Timely submission of various MIS to concerned departments, Handling General-administration, daily Banking Operations etc.

AREAS OF STRENGTH INCLUDE

Sales and Marketing

- Managing sales and marketing operations thereby achieving increased sales/maximizing profit in assigned territory through Exceptional skills in Public Relations, communication, presentations & mentoring
- A thorough professional with proactive attitude, capable of thinking in & out of the box.

Client Servicing

- Managing customer centric operations & ensuring customer satisfaction by achieving delivery & service quality norms.
- Maintaining cordial relations with customers to sustain the profitability of the business.

Team Management

- Incorporating bonded teamwork and managing healthy environment.
 - Team Building, Leading, training & monitoring the performance of team members to ensure efficiency in sales operations and meeting of individual & group targets.
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ACADEMIC CREDENTIALS

MBA in Marketing/HR	Pune University	Yr -2009	Post Graduated
Bachelor of Commerce	Pune University	Yr -2005	Graduated
Senior Secondary	D.B.M.S. Career Academy (NOS) Delhi Board.	Yr -2002	2 nd Division
Secondary School	D.B.M.S. Career Academy (NOS) Delhi Board	Yr -2000	2 nd Division

Linguistic Capabilities:

Language	Read	Write	Speak
English	✓	✓	✓
Hindi	✓	✓	✓

DATE OF BIRTH: 2nd December 1983.

Computer Skills: MS-Office, INTERNET.

Hobbies: Cricket, Traveling and Found of Music.

Industry Information

Current Industry Type : Banking
Current Functional Area : Sales and Operation
Level in current organization : Senior Manager
Current Annual Salary : 7,70000 (P.A)
Job Type : Fulltime

Date:-

Place: -

[Shambhu Shankar Jaiswal]