

BHOOPESH KUMAR S.

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Assignment in Branch Banking / Credit / Sales & Debt Management / Business Development/ Client Relationship; preferably with Banking /Finance

Professional Synopsis:

- ✍ Over 10 of years' experience in Branch Banking/Credit/ Business Development, Sales & Marketing in Retail Assets (PL/SME/HL), Client Servicing, Team Management, DST Handling & Handling Branches of Bank with in-depth Knowledge in the below following Parameter
- ✍ Product Development & Management.
- ✍ Key Responsibility in the current organisation is to signup new business relationship between Corporate & Auditing firm, which involves servicing the clients in auditing / management consultancy / training & Payrolls.
- ✍ Bagged Appreciation Mails in Very beginning of the career from the Promoters & the Partners of the company (HLB-HAMT) for Re-designing the presentation module with Market Standards.
- ✍ Major Achievements in HSBC have approved loan with credit quality standards & rated as best credit officer in pan India. As a Team for winning the contest, went to Bangkok Trip
- ✍ Have undergone exclusive training in Financial Planning by Mr. Sanjeev Kumar – Principal Financial Planner.
- ✍ Exposure in marketing a wide range of Investment Products, Retail Assets & Stock Broking (Online Trading) and achieving business targets.
- ✍ Proficient in managing Sales Operations, team handling, building relationship with HNI clients, Handling Canara Bank branches & achieving goals.

Organisational Experience:

NBF – Bank, Dubai Branch. – SME Senior Sales Manager – Nov'2019- Apr 2021 (visa cancelled)

Role & Major Accomplishments:

- ✍ Acquiring new SME Account to bank, generating of new business via out marketing activities and contacts from existing network.
- ✍ Building a strong trust relationship with key customer, converting inbound and outbound leads.
- ✍ Maintaining a loyal pool of customers who refer potential customers.
- ✍ Collection of the required information and data in evaluation of the client's ability.

ADCB – Bank, Dubai Branch. –SME Senior Sales officer – July'2014-Sep'2018

Roles & Major Accomplishments:

- ✍ To source Asset Backed Finance products from Secondary Market includes new equipment Finance used equipment finance and refinance mainly from North Emirates.
- ✍ Provide solution for finance on Non-Standard Assets.
- ✍ Coordinate and maintain relationship with existing corporate for Commercial Banking Products.

- ✍ Work with the Departments, Dealers & Branches on the sales pitch, prospect meetings and negotiations with prospective clients on price and service offerings.

HLB HAMT- Chartered Accountants – UAE- Leader Client Relation –Sep’2012- Feb’2014
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Role & Major Accomplishments:

- ✍ Joined as leader in HLB HAMT Chartered Accountants & involved in business development by having corporate client relationship.
- ✍ Have closely worked with the auditing team in getting accountants audited within the stipulated time by maintaining tat.
- ✍ Have been appraised by business head for using my past banking experience from India in easing quality sales.

Religare Senior Relationship Manager - Chennai India - July’2010 to August’2012
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Role & Major Accomplishments:

- ✍ Handling Insurance, Online trading, SME & Home Loans vertical of Religare.
- ✍ Key role is to sell Religare Insurance arranging home loans for the same client through HDFC home loans. Initiated third party Investment products for revenue generation with Aviva Life Insurance & Birla Life Insurance
- ✍ Started the Business from Ground level to a Higher Level in a Short Span of Time by proper placement of potential immediately after my takeover of entire responsibility.
- ✍ Exploring potential business and expand existing clientele, responsible for generation of revenues

HSBC Relationship Credit & Debt Officer Chennai Since Dec’2006-Nov’2009
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Role & Major Accomplishments:

- ✍ Opening Relationship for HSBC Invest Direct products.
- ✍ Handling Branches of with a 25-member team – managing & mentoring the team.
- ✍ Opportunity to work in Recovery Department of the Bank was given & by accepting this I have excelled the 30days past due & 90days past due. This helped me in not sourcing a False Customer.
- ✍ Handling More than 1200 delinquent customer accounts worth more than 10 Million
- ✍ Opening Banking Relationship and handling Loan products for HSBC Bank
- ✍ Under writing PL which include personal discussion with customer.
- ✍ Assessing the credit worthiness of the individual and sanctioning loans
- ✍ Delinquency monitoring, resolving nonstarter issues & maintain quality

Major Accomplishments

- ✍ Major Achievements in HSBC have approved loan with credit quality standards & rated as best credit officer
- ✍ Maintained consistency in performance & cross selling of HSBC Banking Products
- ✍ Selected as Best Team Across Pan India in HSBC for winning the contest, as a Team went to Bangkok Trip

E-SERVE International CITI Phone Officer – Band- 2 Since Dec’2005 to Apr’2006
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Role & Major Accomplishments:

- ✍ Opening Banking Relationship and handling Loan products for CITIBANK
- ✍ Promote cross selling for entire financial product and taking care customer care outbound
- ✍ Initiated the method of giving welcome call & to ease the customer in trading

Aviva Life Insurance - Sales Officer – Banc Assurance Since August'2004- August'2005

Role & Major Accomplishments:

- ✍ Towards selling of insurance products to the HNI base of Canara Bank channel.
- ✍ Sourcing of new banking relationships with customers in banking channel
- ✍ Developing and maintaining relationships with Chief Manager and Senior Managers of Canara Bank

ABN AMRO Bank Personal Financial Consultant – Since Jul'2003 - Jul'2004

Role and Achievements:

- ✍ Opening premium Banking Relationship and selling ABN AMRO BANK Liability products to retail customers.
- ✍ Assessments of opportunities in identified target segment, follow-up and leads and deployment of marketing resources towards focused sales efforts.
- ✍ Co-ordinating the team members for follow-up on identified and target accounts for product promotion.

Southern Finserv (p) Ltd Assistance Sales Manager Since Nov 2002-July'2003

Role and Achievements:

- ✍ Opening Banking Relationship and handling Liability products for CITIBANK
- ✍ Promote cross selling for entire financial product of the bank to the branch customer, based on the profile and identity requirements.
- ✍ Responsible for a new member in the team, giving on job training and responsible for their objective setting and output.
- ✍ Responsible for collections and queries of existing members.

Reach Marketing Senior Promoter Sales Since Sep 1997-Oct'2002

Role and Achievements:

- ✍ Responsible for a five-member team and responsible for their objective setting and output.
- ✍ Actively participated in exhibitions to represent the company and created healthy competition among team.

Academia:

- ✍ **PostGraduate in Business Administration (2003-2005)**, –Symbiosis Institute Pune.
- ✍ **M.A, Political Science MADRAS CHRISTIAN COLLEGE (1998-2000)**
- ✍ **B.A, English Literature PRESIDENCY COLLEGE**–Affiliated by University of Madras-(1995-1998)

Additional:

- ✍ **NCC “B” & “C” Certificate**, Participated in State Level Meet
- ✍ **Computer** : Diploma Network Centered Computing in NIIT.
- ✍ **Worked with MV Douglas ship.**
- ✍ **Hobbies** : Music, Travel, Fraud Control & Tourism
- ✍ **Languages Known:** English & Tamil: read & write

Personal Details

- Date of Birth** : 29th April'1977
- Address** : No:3, 1st Main Road, Pasumpon Nagar Chennai, India.
- In UAE** : Dubai

Bhoopesh Kumar