

ANKIT SINGH

Pbel city
Nearby TSPA junction
Hyderabad 500 091

+91-9030057514 (M)
anks.012@gmail.com

EXECUTIVE SUMMARY

Accomplished career as a senior leading professional, with a strong affinity for developing and executing innovative solutions to increase production and efficiency. Excellent analytical, organizational and communication skills. Goal-driven leader committed to developing quantifiable outcomes. Successful in leveraging nationwide community & corporate partnerships.

SUMMARY

Pursuit Management
Client Management
Value Proposition

Credit Quality Analysis
Revenue & Profit Enhancement
Negotiation skills

Competitive Analysis
Affiliate Marketing & Digital Process
Financial modeling and Budgeting

PROFESSIONAL EXPERIENCE

IDFC First Bank, Hyderabad

March 2021- Present

Chief Manager

- Working as a Subject matter expert (SME) to build domain centric financial credit data solutions to solve critical business problem, client evaluations, solution designing, competitive benchmarking and drive strategic growth
- Identify underlying business needs to be addressed, challenge existing practices and ensure requirements addresses defined business problems
- Driving insights as an advisor for value propositions in the market with value based selling
- Take a lead in defining business and functional requirement, process models and implementation plans with mentoring team members
- Bring perspective and ideas to develop propositions on key themes and contribute through thought leadership.
- To manage process improvement and journey mapping to enhance better acquisition and retention experience.
- To understand credit card market and to analyze Business development (BDM) opportunity to grow client experience
- To Onboard & Manage new Partners & taking care of Budgeting cost center
- Stakeholder management on the digital process for better adoption.
- To investigate on Service issue & resolving them in desired TAT
- To create data analytics dashboards and MIS on the sales funnel
- To act as a transformational leader so that introduction of new process is done smoothly

- To ensure that Sales team is available with proper training material and presentation on the product
- To onboard new avenue, pursuit management and campaigns management (new & existing) for business enhancement

Axis Bank, Hyderabad

May 2018- March-2021

Manager

- Mentored team of **40+** employees with conducting performance reviews and performance feedback
- Manage multiple stakeholders with varying levels and business category
- Driven business through different digital channel and process
- Conduct different engagement for stakeholder in form of campaign, proposals and conduct different marketing activities for driving business.
- Investigate Service issue in the business, balancing needs of client and customers
- Leveraged channels with in depth market analysis and doing competitive analysis
- To ensure team adopts digital initiation introduced by the bank for various financial products
- Ensure 100% activation of every branch staff across cluster on credit product.

Achievements:

Awarded by MD for being recognized as the top performer for the region.

SBI Cards, Hyderabad

September 2016-May 2018

Area Manager-

- Mentoring a team of **70+** associates.
- Guiding a team of Executives, Relationship Executives, Relationship/Team Managers & Back Check Executives
- Delivering on volumes (Accounts), COA, and defined profitability metrics.
- Monitor Executives efficiency in terms of productivity , performance management
- Utilized various commercial models
- Keeping a check on all policy changes, marketing offers. Keeping communication flow of changes to team
- Carrying out the training sessions for employees and coaching them
- Ensuring audit parameters are adhered to in line with existing policies
- Sustaining the relationship with vendors and stakeholders
- Delivering presentations for monitoring & discussing monthly performance.

Standard Chartered Bank, Hyderabad

October 2015- September 2016

Manager-Employee Banking

- Reach out and speak with senior stakeholders of MNCs, Large Local Corporate and SMEs, delivering presentations to them and their staffs.
- Bring the bank's banking solutions and services to clients at their work places with rooms for creativity and business ideas.
- Provide a high level of client service by responding timely and accurately to enquiries by corporate Employee Banking (EB) clients and their staffs.
- Acquire EB clients through regular rhythmic contacts with CIC, TB, CC and other channels in the Bank.
- Obtain EB event opportunities via referrals, networking and cold calls and executing the events professionally with internal and external stakeholders.
- Increase the professional domain information and product knowledge through regular trainings and briefings conducted by STMs, Product teams, CVP and Portfolio team and other relevant trainers.
- Deepen the clients' relationship with the Bank by increasing the PPC (Product per customer) ratio by introducing and selling to clients relevant products on needs based scenario.

Citibank, Hyderabad

December 2012- October 2015

Sr. Associate

- Manage various financial products.
- Manage good relationship with SPOC of corporate and corporate clients.
- Manage services so that client remains satisfied, and business can be generated through referral from them.
- To identify untapped opportunities in the market.
- To take ownership in terms of process and follow-up with the client till the end of it.
- To make sure that process to be done following relevant laws and regulation.

Achievements AT WORK

- Qualified for Beyond Impossible Award in **Axis Bank in Manager Category.**
- Have Won Cross sell award in **SBI CARD.**
- Awarded three times "**Being Remarkable**" for being among the top Performer, a country level recognition platform, in **CITIBANK.**
- Awarded for excellent **customer satisfaction** score, in **CITIBANK.**
- Awarded for being the **consistent** performer in **CITIBANK.**

ACADEMIC QUALIFICATIONS

Year	Examination College/board/university	% / CGPA
2011-2013	PGDM from ICBM-SBE, Hyderabad	CGPA 7.8.
2010	B.Tech from G.B.T.U., Lucknow	70.48%.
2006	Class 12 th from City Montessori School, Lucknow (ISC)	82%.
2004	Class 10 th from City Montessori School, Lucknow (ICSE)	67%

IT FORTE

- Conversant with Microsoft Office (Word, Excel & PowerPoint)
- Abilities to work on Windows (XP, Vista and 7)
- Knowledge of Internet Applications
- **Have a good sense of Social Media Marketing.**

Personal details

- Date of Birth- April 30,1988
- Gender- Male
- Nationality- Indian
- Languages Known- English and Hindi

DECLARATION

I hereby declare that the above given particulars are true to the best of my knowledge.

Place: Hyderabad

ANKIT SINGH