

# ANURAG RAJ

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Proactive and creative professional with abilities to meet organizational expectations for mutual growth,  
Good communication skills with the ability to contribute as a team player and interface with professionals at all levels.

## PROFILE SUMMARY

- A result-oriented professional offering more than **2 years of IT and 6 years of Banking** experience.
- An effective communicator with excellent relationship building, & Interpersonal skills. Strong analytical, Strategy maker & organizational abilities.
- Abilities in planning, directing and maintaining efficient in different operations.

## CORE COMPETENCIES

- Data Analysis
- Microsoft Office & Tableau
- Requirements Analysis of stock holders
- Business growth planning and Monitoring
- Team Handling/Motivation
- HNI Clients Management
- Interpersonal Skills
- Content analysis & writing

## ORGANISATIONAL EXPERIENCE

- Working on Deputy Manager Level 2 grade in ICICI Bank LTD from 14<sup>th</sup> December, 2022 till date

December, 2022- Till Date	ICICI Bank Ltd.	Elite & Trade Manager
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- Responsible for taking care of all financial requirements of HNI Trade clients.
- Connecting with TFX clients for their industrial requirements or need analysis and provide them the best solution
- Monitoring I/O Remittances for increasing revenue of assigned business center.
- Managing a Trade & Forex client's portfolio of more than 300 clients.

- Worked on Deputy Manager Level 1 grade in Axis Bank LTD from 21<sup>st</sup> October to 30<sup>th</sup> November 2022

October, 2021- November, 2022	AXIS Bank Ltd.	Commercial Banking Manager
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- Responsible for taking care of all financial requirements of HNI business clients.
- Connecting with HNI clients for their industrial requirements or need analysis and provide them the best solution
- Publishing deepening/erosion data to ensure month on month growth in branch liability book
- Managing a HNI business portfolio of around 150 self-employed clients.

- Worked with HDFC BANK LTD as Deputy Manager from 24<sup>th</sup> April, 2017 to 16<sup>th</sup> Oct, 2021 (Teller and Assistant BranchManager)

May, 2019- October, 2021	HDFC Bank Ltd	ASSISTANT BRANCH MANAGER
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- Handling team of 6-7 executives and ensuring the 100% achievement of assigned task.

- Motivating the team members for excellent delivery of their day to day task.
- Daily CRM Interaction of visited/ phone called customer and capture lead.

**April, 2017- April, 2019**                      **HDFC Bank Ltd.**                      **Teller/TA**

- Building customer relationship by serving them in their daily banking transactions.
- Handling all operational, audit & compliance issues related to branch as a Teller/TA

## **IT ORGANISATIONAL EXPERIENCE**

- Worked with FILAMENT VISUAL EFFECT PVT LTD as Quality Analyst Team Leader from 23.02.2015 to 30.07.2015 (6 Months)
- Worked with SANDCUBE TECHNOLOGIES PVT LTD as Data Analyst from 22.09.2013 to 30.01.2015 (1 year 4 Months)

## **EDUCATION**

<b>Examination</b>	<b>Board</b>	<b>Year Of Passing Out</b>	<b>Percentage</b>
B.Tech	G.B.T.U	2009-13	64.79%
Intermediate	B.S.E.B	2007- 09	56.80%
High School	B.S.E.B	2007	59.80%

## **Certifications**

- Pursuing CBAP (Certification in Business Analysis program) from Simplilearn

- PGDBM from Times Pro Learning Ltd, Patna.
- Digital Marketing online certifications from DigitalDeepak.com

## **Achievements & Extra Activities**

- Received star excellence award for best operational management in April, 2019 (**HDFC BANK**).
- Received Waooo card from Circle Head for best branch sales management in September, 2019 (**HDFC BANK**).
- Worked as a part time content writer for Wizzoi infotech pvt ltd.

## Proficiency

- Working knowledge of computer (Excel, Word, Power Point and Basics)
- Tableau
- Data Analysis
- Business and requirement analysis
- Digital Marketing (Content writing)
- Excellent communication (Written & Verbal) skill
- Team Management & leadership skills
- Oracle flex cube, CRM-Next, Saksham, I- view
- HNI Client Management

## Personal Profile

Name: ANURAG RAJ  
Father's name: LATE MR. AWADHESH BIHARI  
Gender: Male  
Date of Birth: 28<sup>TH</sup> SEPT, 1992  
Nationality: Indian  
Languages: Hindi, English

(Notice period- 1 month)

Date:

**ANURAG RAJ**  
Signature

