

# Nishant Kumar

## RELATIONSHIP MANAGER

MBA Graduate in Finance and Marketing with about 3 years of experience in Business development and IT Industry.



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8298508272



PATNA, INDIA

## SKILLS

MS Office

stakeholder  
management

MySQL

business Strategy

Requirement Gathering

Team Management

Business requirement  
Documents

Jira

Wire framing

agile methodology

problem solving

Business Analyst

Dell Boomi

Reporting

## LANGUAGES

Hindi

Native or Bilingual Proficiency

English

Full Professional Proficiency

## INTERESTS

Rubik's Cube

Cooking

Badminton

## WORK EXPERIENCE

### Relationship Manager

ICICI BANK LTD.

05/2019 - Present

Achievements/Tasks

- Understanding key matrix for showing performance of clients.
- Market engagement and data analysis for service engagement.
- Business Growth and Client Onboarding.
- Responsible for end to end delivery of the solution and client communication .
- Coordinated with teams from different verticals for providing smooth service.
- Prepared weekly and monthly report using Excel, Google Sheet & Tableau, draw insight from report and presented it to senior management.
- Coordinated with different stakeholder to on time delivery of services.
- Managing client portfolio of over 100 clients worth more than 30 crores.

### Associate System Engineer

IBM INDIA Private Ltd

07/2016 - 03/2017

Achievements/Tasks

- Application Development using Integrated Toolkit.
- Development and deployment of Message flows in Message Broker Integration toolkit
- Performing Root Cause Analysis to reduce breakdown time.
- Monitoring and Service management of Queue Managers.
- Support member for application development in Dell Boomi Team.

## PERSONAL PROJECTS

Credit Application (01/2018 - 03/2018)

- Prepared a credit application using credit rating model for the company assigned and analysed the balance sheet (3 years).
- Analysed the annual reports (3 years) to assign ratings and calculated the company score (out of 6).
- Selected the type of funded and non-funded facility for the company which maximized the RAROC.

## EDUCATION

### Master Of Business Administration

Indian Institute of Technology, Roorkee

06/2017 - 04/2019

Courses

- Finance & Marketing

68.50%

### Bachelor Of Technology

Birla Institute of Technology, Mesra

06/2012 - 05/2016

Courses

- Electronics and communication

68.60%

## ACHIEVEMENTS

Rated best performer for the year 2019 for highest incremental book size.

Increased Portfolio of more than 300% in one financial year.

Udemy certification of FINANCE, ACCOUNTING, MODELING AND VALUATION