



# Shashank Shekhar Thakur

Relationship Manager (Wholesale Banking)



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*Dedicated and results-oriented professional experience in managing corporate client portfolios, structuring financial solutions, and driving business growth. Pursuing a challenging role to leverage expertise in credit underwriting, risk assessment, and relationship management to deliver value-driven banking solutions.*

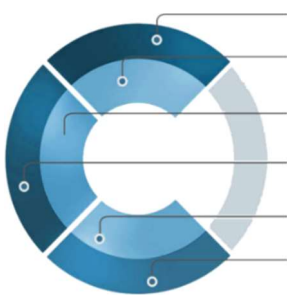


## PROFILE SUMMARY

- ❖ Possess **nearly 2 years** of experience in the financial services industry, with a strong emphasis on **wholesale banking and client relationship management**.
- ❖ Currently working as Relationship Manager at ICICI Bank, **managing a diverse portfolio of corporate clients and ensuring compliance with regulatory standards, underwriting Appraisal note and preparing CMA (Credit Monitoring Arrangement)**.
- ❖ Expertise in **managing corporate relationships**, structuring complex financial solutions, and **fulfilling working capital requirements**.
- ❖ Displayed **exceptional interpersonal and communication capabilities**, fostering effective collaboration with internal teams and external stakeholders to achieve business objectives.
- ❖ Recognized for exceptional analytical skills, **utilizing data visualization and reporting tools** to derive actionable insights that inform strategic decision-making and optimize portfolio performance.
- ❖ Proven track record in **credit underwriting, risk assessment, and portfolio management** to optimize profitability and mitigate risks.
- ❖ Experience in **cross-selling banking products**, enhancing wallet share, and deepening client relationships.
- ❖ Skilled at **building and maintaining relationships** with large corporates, SMEs, and institutional clients of **over INR 16,000 million**.
- ❖ Thorough understanding of **regulatory frameworks, compliance norms, and market trends** impacting wholesale banking.



## SOFT SKILLS



Team-oriented  
Communication & Collaboration  
Planning & Innovation  
Multi Tasker  
Adaptable  
Problem-solving



## ACHIEVEMENT

- ❖ Ensure 100% compliance with audit and regulatory requirements, consistently maintaining clean internal audit records.



## TECHNICAL SKILLS

- ❖ **Programming:** ReactJS



## CORE COMPETENCIES

- ❖ **Client Relationship Management**
- ❖ **Credit Risk Management**
- ❖ **Wholesale Banking**
- ❖ **Working Capital Financing**
- ❖ **Cross-Selling & Revenue Maximization**
- ❖ **Financial Compliance**
- ❖ **Market Analysis**
- ❖ **CMA Preparation**
- ❖ **Data Visualization & Interpretation**
- ❖ **Cross-functional Collaboration**
- ❖ **Corporate Banking Solutions**
- ❖ **Financial Product Knowledge**
- ❖ **MIS Reporting**
- ❖ **Regulatory Compliance**



## WORK EXPERIENCE

**June 2023 – Present: Relationship Manager – Wholesale Banking at ICICI Bank, Pune**

### Key Result Areas:

- ❖ Developing and submitting high-quality, creditworthy business proposals for corporate clients, ensuring strict adherence to risk, regulatory, and compliance guidelines.
- ❖ Collaborating cross-functionally with Risk, Credit, Legal, Compliance, and Operations teams to streamline client servicing and portfolio management.
- ❖ Spearheading KYC compliance, account onboarding, and financial documentation in coordination with mid-office teams to ensure seamless processing.
- ❖ Proactively monitoring portfolio credit quality, implementing risk-mitigation strategies to safeguard asset integrity.
- ❖ Analyzing and interpreting MIS reports to support strategic business decisions and optimize portfolio performance.
- ❖ Managing complex client onboarding processes, ensuring seamless KYC, due diligence, and regulatory compliance.
- ❖ Coordinating with internal credit, legal, and risk teams to structure and approve customized financing solutions.
- ❖ Conducting regular portfolio reviews, assessing asset quality, and recommending corrective actions when necessary.
- ❖ Facilitating client education and advisory on financial instruments, risk mitigation strategies, and market insights.



## ORGANIZATIONAL PROJECTS

**Real-Time Web Application – IDEMIA, Noida | Jan 2019 – Apr 2019**

- ❖ Developed a ReactJS app using Twitter API to display real-time tweets based on keywords and hashtags.
- ❖ Optimized API calls for efficient data retrieval and a seamless user experience.



## EDUCATION

- ❖ **PGDM in Marketing & HR**, Management Development Institute, Murshidabad, **2023**
- ❖ **B.Tech. in Computer Science Engineering**, Sikkim Manipal University, Location, **2019**



## PERSONAL DETAILS

**Date of Birth:** 5<sup>th</sup> May 1997

**Languages Known:** English, Hindi, Gujarati, and Maithili

**Address:** Pune-411015, Maharashtra