



Nitesh Sharma

Flat No : 1102, Jadhav Heights
Baner Pashan link road
Pune , Maharashtra - 411021

E-mail: nitesh.sharma8990@gmail.com
Phone: +91-9617280760
7898999087

WORK EXPERIENCE

Yes Bank Ltd

July 2019 — Present

Product Manager - Trade Forex and CMS (Digital Banking)

- Acting as Trade Finance Subject matter expert.
- Working closely with clients to expand relationships throughout the region as needed.
- To act as the market expert for trade finance product by understanding and monitoring market and economic trends which affect customer's needs.
- To provide training and ongoing support to relationship management and operational personnel and to provide technical closure of large/complex deals.
- Providing guidance to the branch, relationship managers, sales team, operational team and other internal and external contacts in relation to KYC, due diligence (DD), Enhanced Due Diligence (EDD), AML, Sanction and the regulatory requirements related to all Trade Finance products, Structured trade finance products, Risk Participations etc.
- Monitoring of daily transactions & global position: bridge between external clients and internal mid and back offices.
- Documentary business (issuance, confirmation, advising of Letter of Credit, stand -by LC's Documentary Collections, etc.)
- Knowledge of FEMA, ICC publication and RBI Master circulars/directions.
- Pre - Export Finance, Bank Guarantees, working capital demand loan, Foreign currency term loan.
- Derivatives tools: Futures, Options, Forward and Swaps.
- SWIFT
- Providing Payment and Collection Solutions to clients i.e. Client site cheque printing facility, API, Host to Host, E - Collect, NACH, Smart Pay etc.
- Digital Banking: UPI, IMPS, QR code facilities.
- Proficiency in MS Office Suite: Word, Excel and Power Point

Indusind Bank Ltd

August 2015 — July 2019

Senior Relationship Manager (ECRM) - Trade Finance

ICICI Bank LTD

May 2013 — August 2015

Relationship Manager (ETRG) - Trade Finance

QUALIFICATIONS

PGDB (Trade Finance) : ICICI Manipal Academy Bangalore

EDUCATION

MBA (Marketing & International Business)

June 2010 — July 2012

People's Institute of Management & Research , Bhopal

B.Com (Computer Applications)

May 2007 — May 2010

Matriculation

Army School Bhopal

April 2006 — April 2007

INTERESTS

- Travelling and Tracking.
- Reading
- Sport's: Cricket, football and volley ball
- Exercise: Workout, running, Functional Training and Cycling.
- Music
- Socializing

ACHIEVEMENTS

- Rewarded as an employee of the year for the FY 2017 and FY 2018.
- Rewarded as a highest revenue achiever for the FY 2017 and FY 2018.
- Rewarded as Best Relationship Manager in Portfolio Management for FY 2016 and FY 2017.
- Rewarded as a Best Relationship Manager in Transactions Processing for the FY 2017 and FY 2018.