

Arpit Gupta



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Bhopal, MP

**Aadhaar Number-
559798524042**

6+ years experienced Management Consulting and Banking pursuing **PG Diploma in Rural Development** with a track record of implementing Strategy for investment promotion and Project Management solutions. Proven expertise in designing and deploying models for identifying and extracting valuable insights. Proficient in leading and managing end-to-end implementation of critical projects & delivering user-centric innovative solutions

PROFESSIONAL EXPERIENCE

AU Small Finance Bank, Bhopal (M.P.)

AU Small Finance Bank		Assistant Vice President (Business Manager)	November19-Till Date
Government Banking Group			
Description	<ul style="list-style-type: none">▪ Handling High Net worth Government Departments.▪ Responsible for Government Banking Services, Interact & liaison with Finance Heads /Senior Bureaucrats at various Government Departments to source business & offer banking solutions.▪ Ensuring increase of G2P payments using PFMS application by concerned departments.▪ Coordinating with stakeholders for G2P payments using PFMS application.		

IndusInd Bank Limited, Bhopal (M.P.)

IndusInd Bank Limited		Senior Relationship Manager (Chief Manager)	August18-November19
Government Banking Group/Financial Institution and Public Sector			
Description	<ul style="list-style-type: none">▪ Interacting, liasioning & relation building with various Government Departments▪ Sourcing Government business for bank. Responsible for managing business of 350+ Crores in a span of 15 months based on personal liasioning.▪ Merchant acquiring and Digital Payment Business managing strategic alliances and new initiatives for POS and Digital acceptances.▪ Responsible for identification of product opportunities and use case & providing solutions and inputs to product team for development.▪ Responsible for number of clients on boarded for Digital payments and driving transactions numbers.▪ Support clients in ensuring smooth on boarding and operations for digital payment solutions.		

Ernst and Young LLP, Raipur/New Delhi

Ernst Young LLP		Senior Project Consultant	Oct'16-July'18
Knowledge Partner for Chhattisgarh's Ease of Doing Business Reform Action Plan			
Description	<ul style="list-style-type: none">▪ To provide data insights required by investment promotion agencies (IPA) for developing marketing strategy▪ Formulate implementation strategy for the Department of Industrial Promotion and Policy (DIPP)-World Bank Ease of doing business, Business Reform Action Plan (BRAP)		

	<ul style="list-style-type: none"> ▪ Develop milestone based project plan for implementation of various BRAP-17 reforms in consultation with concerned State government departments ▪ Developed design framework for Single Window Clearance; One Stop e-solution for investors ▪ Performed Business process re-engineering (BPR) for various G2B services ▪ Organised implementation status review meetings for the Chief Minister and the Chief Secretary comprising of various concerned departments ▪ Identified Innovative/leading Practices through trend analysis, benchmarking and gap analysis ▪ Developed vision document on Ease of doing business for the State ▪ Identified bottlenecks which are impacting ease of doing business, business environment and approvals
Achievements	<ul style="list-style-type: none"> ▪ Chhattisgarh secured 4th position amongst 36 States & UTs in the country ▪ Achieved an overall implementation score of 97.32% in BRAP-16 ▪ Achieved an overall implementation score of 100% in BRAP-17 ▪ Multiple client & management appreciation letters for exemplary performance

Tushar Consulting Group, Bhopal

TCG	Financial Management Expert	July'11-Aug'14
Description	<ul style="list-style-type: none"> ▪ Compile and analyse financial information and document business transactions. ▪ Prepare financial statements and monthly reports ▪ Establish maintain and coordinate the implementation of accounting and accounting control procedures. ▪ Admirable capacity to improve and maximize overall business and finance function integration through effective communication processes. ▪ Experienced in keeping the records of daily financial transactions and analysing the financial aspects of organisation. 	

ACADEMIC RECORD

M.Sc. (International Business)	2015	Sheffield Hallam University, Sheffield (U.K.)	2.98/4.0
B.Com (Computer Application)	2011	The Bhopal School of Social Sciences, Bhopal	60.82%
Class XII	2007	Scholar's Home Public School, Bhopal	65.33%
Class X	2005	Scholar's Home Public School, Bhopal	72.3%

CERTIFICATIONS

- Introduction to Managerial Economics- IIM (Bangalore), Grade: 73%
- Financial Markets- Yale University on Coursera Certificate earned on September 2, 2016. Grade: 86.2%

RESEARCH PROJECT

- 'Impact of foreign banks on Indian retail banking Industry with particular view on Strategy Tripod: In comparison of HDFC, ICICI (Indian) and Standard Chartered (Foreign) Banks'.

LANGUAGES

- English, Hindi