Objective

To enhance my professional career in banking services in Retail products and add to bottom-line of my employer

Profile

Professionally Qualified Management Accountant with experience of more than 15 yrs in banking as well as non banking finance companies experience in retails product in Internal Audit and SME Credit, Retail Credit approval for Loan against Properties, Auto loans, Personal loans, Commercial Vehicles loans and construction equipment.

Educational and Professional Qualifications

**Qualification University Year of Passing Remarks**

MBA (Fin) 2Yr F/T Devi Ahilya, Indore 1999 1st Div.

Management Accountant ICWAI 1998 Pass

B. Com (Hons.) Utkal, Bhubaneswar 1996 1st Div.

Skills Summary

|  |  |  |
| --- | --- | --- |
| * SME/Retail Credit Approval * Team Management | * Process Management * Unit Startup | * Vendor Management * Credit Policy |

Professional Experience

**Cashtree Consultancy Services – Bhubaneswar Dec 2017 till date**

**Designation: Manager - Business & Operation – Retail Loans & Credit Cards**

* Revenue Generation through empanelment of business partners/DSA for loan sourcing across various private sector banks
* Processing the loan/Credit Card application as per bank guidelines and then login the files to respective banks
* Liaising with bankers on status of the files logged-in and getting the approved loans disbursed
* Meeting with business partners/DSA on regular basis for business enhancement

**Abu Dhabi Commercial Bank Dubai, UAE Apr 2014 - Apr 2017**

**Designation: Team Leader – Credit for LAP, Business Loans & Auto Loans**

* Credit approval for all loan applications which includes Business loans for amount up to AED 2.00M, Personal loan for salaried individual, Auto loan and LAP upto AED 2.00M. This includes visiting the customer office or business premises to understand the business model, conduct business risk analysis, customer requirement and structuring the loan as per request, intensive financial statement analysis like Ratio Analysis, Working Capital gap, leveraging analysis etc.
* Vendor management to ensure all the loan application are processed as per agreed SLA
* Team Management which includes training and updation of policy and Central Bank regulatory changes on regular basis.
* Process management including improvement in process to increase productivity & volume management with reduction in processing cost of CIU
* Regularly interacting with the Business, Collections, RCAD, Customer Service, IA and Operations Risk Unit.

***Achievement: Successfully setup the Credit Unit for Simply life from the day of its launch***

***Reporting : Head of Credit***

**Emirates NBD Dubai, UAE Sept 2006 - Mar 2014**

**Designation: Assistant Manager – Credit for LAP and Business Vehicle June 2013 - Mar 14**

* Credit & Financial analysis and approval for SME applicants requesting for LAP/Business vehicles/Business Loans including making proposals for Credit Committee approval for high loan ticket size. Approval delegation of AED 1.50M.
* Carrying out customer visit for high value loan tickets and wherever required. Meeting property valuators to understand the property price trend in Dubai
* Ensuring documentation accuracy including issuing Pre approval letter, Sanction Letter, Mortgage contract etc
* Disbursal

**Designation: Sr. Credit Analyst- SME Oct2011 - May2013**

* Financial analysis on Moody’s spreadsheet and making detailed E Doc credit proposal for Group Credit Head/ Credit Committee which analysis of business risk , management risk, Financial statement , cash flow , sensitivity analysis, profitability on the expected facility utilization etc. for SME customer requesting for working capital facilities including funded/non funded lines like term loans, Invoice discounting, PDC discounting, trust receipt, LC, Guarantee line etc. and ensuring minimal queries are raised by the approving authority, thereby reducing approval TAT.
* Credit visit at the office as well warehouse/site to understand the business model, customer’s requirement
* Assisting the Relationship Manager in closing out the proposal whenever required
* Monitoring of SME accounts for expired limits and renewing/dropping the limits on time based on customer financial condition.
* Following up with the Relationship Manager for annual review documents and carrying out the annual review
* Obtaining temporarily extension for existing limits which are getting expired.
* Obtaining one off transaction approval /Amendments as per the customer’s requirement.

**Designation: Team Leader- Credit– Retail Loans Sept2006 - Sept2011**

* Credit Approvals for Auto loans/ Personal Loans applications for Salaried, Self employed and Companies for PAN UAE in centralized credit unit. Approving Authority up to AED 750,000/-
* Managing End to End Approval TAT as per SLA of 2hrs
* Involved in implementation of credit software FINNONE- CAS, BPM and other special projects
* Assisting the IT department to conduct UAT as and when required
* Assisting in making of credit policies for retail products
* Training the Processor on the policy changes
* Managing the team of 9 staff of direct reportees
* Process review and changes to improve efficiency and productivity
* Regular interaction with various units for sharing market dynamics
* Generating and Monitoring MIS on TAT, Discrepancy reports, Decline Analysis and Load management
* Manpower planning and budgeting
* Cost control and reduction for credit by comparing cost per application processed and disbursed
* Introducing changes in Finnone CAS which leads to reducing loan processing time

**Centurion Bank Ltd (HDFC Bank Limited) Mumbai**

**Designation: Area Credit Manager – Personal Loans Apr05 - Aug 06**

* Credit appraisals and approval for Personal Loans applications for all segments which includes salaried, self employed individual and corporate for Mumbai & (Other locations of Maharashtra and Goa as and when required)
* Meeting the First Payment default applicants for corrective actions.
* Credit Appraisals for Business Loans applications for Self Employed & companies.
* Managing TAT as per SLA
* Recruitment of Credit Managers, CPA and Personal Discussion executives and training them
* Appointing & Dealing with FI, FCU, PD and Document Verification Agencies
* Managing Process and helping in process changes for faster TAT
* Assisting in making credit policies for removal of redundant processes
* Ensuring a healthy portfolio with continuous interaction with Collections and Marketing dept.

**Achievement:**

* Completely set up the Mumbai Credit Department for personal loans from the day the PL program was launched in open market and aligned the process in interaction with Product Head and Policy Manager.
* Part of core team for end-to-end testing and implementation of FINNONE CAS as per policy requirement.

**Team Details:**

Credit Manager --- 05 Nos.

CPA Staff ----12 Nos.

**Organization: Standard Chartered Bank Mumbai**

**Designation: Sr. Officer – Credit Feb’04 -Apr’05**

Credit appraisal and approval for Personal Loans and Business Installment for Salaried, Self employed and Companies for all programs as per norms, maintaining TAT as per norms, Personal discussion with high ticket size loan applicants, training and updating CPAs on policy changes, carrying out CPV/EV as and when required.

Approved/ disbursed more than Rs.18 crores with 0-6 MOB delinquencies at 0.14%, which is well below the benchmark.

**Mahindra and Mahindra Financial Services Limited Mumbai**

**Designation : Senior Financial Analyst May' 2003- Feb'2004**

MIS preparation includes Annual Budgeting, RBI returns, Monthly Profitability, Business and Collection Analysis, Portfolio Quality Analysis, Ratio Analysis etc.

**Organization: Magma Leasing Ltd. Kolkata**

**Designation: Assistant Manager –Credit June’ 01- Apr’ 03**

* **Credit Appraisal and Evaluation**: Evaluation of Customers request forCommercial Vehicles, construction equipment.
* **Hire Purchase Agreement Documentation**:
* **Disbursement Control:** Payment to manufactures/dealer on due date, Maintaining trade advance account
* **Collection Monitoring:** preparation of Report on collections, non-starters, portfolio movement and trend analysis by aging analysis and application of various triggers (Delinquency Benchmarking). PDC’s Management
* **Branch /Customer servicing:** Issuing NOC’s, Handling and fulfilling customers’ queries as and when required. Providing branches with required information on business, collection, routine matters etc.
* **Misc. Reporting: Preparation of** reports on Post Disbursement Documentation along with PDD triggering, Business, Preparing Budgets for all the zones/employee wise for business, collections etc.

**Organization: Ashok Leyland Finance Ltd. Kolkata**

**Designation: Senior Executive-Internal Audit Feb’99 - Sep’00**

* **Credit Compliance**

Credit compliance of the credit sanctions done by the branches done for Auto/CV/CE Finance.

* **Asset Protection Measures/Control:**

Review of important title to ownership documents like collection, accuracy of invoices, insurance policies including the renewal for 2nd and 3rd year, registration certificates and PDCs control

* **Accounting Entries Control**

Continuous monitoring of the entries related to money receipts issued for EMI collection (including fraud related aspects), double payment made to the dealers, premature termination of the loan, capitalization of the fixed assets and depreciation entries etc.

* **Collection monitoring and control:**

Timely collection and realization of the monthly instruments, regular funds transfer from the collection acounts to the corporate account. Review of the accuracy of the bank statement and reconciliation.

* **Preparation of Internal Audit Reports:**

Classifying the audit observations on the basis of severity of the lapses and doing root cause analysis and recommending the same so that such lapses do not occur again

**Personal Information:**

Date of Birth : 16/07/1975

Fathers Name : Late Mr. M.L. Halwasia

Nationality : Indian

Hobbies : Meditation and playing Chess

Expected Salary : Negotiable

**Awards and Certificates**

* Best Credit Team Leader, Simplylife which was awarded by the CEO of ADCB
* Certificate of appreciation by Sr Management of Emirates NBD for Fraud Prevention
* National Scholarship for securing 10th rank in Orissa in 10+2(Com)
* Certificate of merit for passing ICWAI -Inter (1) in first attempt and securing the highest marks in the chapter