

Vishal Garg

Entrepreneur-Staffing & Recruitment, Hospitality and Corporate Gifting

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Summary

N/A

Experience

Business Head Staffing Solutions

April 2012 - Present

Heading Staffing Business with Kutumbh Care Pvt Ltd a company includes clientele from Consumer durable, Consumer Electronics, Chemicals, EPC, BFSI, others. The domain ranges from manufacturing, supply chain and from end business requirements.

I have joined KCPL to spearhead Staffing: Permanent & Temporary verticals.

Operations Head

August 2011 - March 2012 (7 months)

Business Development - Temp Staffing

October 2007 - August 2011 (3 years 10 months)

Branch Manager at ICICI Bank

December 2005 - October 2007 (1 year 10 months)

- Overall branch administration and operations, optimizing the volume and value targets set in terms of banking product mix, ensuring incremental deposit base and fee income generation, and cross sales of third party products-Mutual Funds and Insurance products.
- Planning, conceptualizing, organizing and executing various branch sales promotional activities, customer education initiatives, etc., compliance with internal, RBI, and SOX audit requirements. Servicing Small and Medium Enterprises portfolio.
- Compliance with the quality initiatives of the Bank- example, FIVE S, reducing operational expenditure, and ensuring high customer satisfaction levels.
- Training, supervising and managing not only my branch employees, but also most new trainees, while also being responsible for their development, helping out with their projects, aiding their learning process, etc.,

Trainer: Certified trainer (Certified by ICICI Bank) for conducting induction training for new employees (SWIFT), which included Organizational Culture, Branch Banking Processes, Overview of various Customer Service Applications, Fraud Prevention & Control, and Customer Handling Skills.

SOX Auditor: Have conducted SOX audit for few ICICI Bank Branches. Was instrumental in the setting up of new branches in totality.

Achievements:

- Received a personalized Business Appreciation Letter from our Business Head for outstanding contribution to life insurance premium from the Branch Channel, for the quarter ended 31st December 2006.
- By virtue of due vigilance, foresight and people skills, busted an International Racket which resulted in the freezing of 8 bank accounts and arrest of 3 Nigerians. I received an E-mail of Appreciation from Deputy Managing Director, ICICI Bank, Dr. Nachiket Mor, while it fetched my branch the “Eagle Eye Award.”

Assistant Manager

October 2004 - November 2005 (1 year 1 month)

Handling all Branch Operations, selling all banking products, heading personal finance team for my branch- Chandni Chowk, Customer Relationship Management, Cross-selling of insurance products and Compliance with banking audit requirements.

Education

Amity Business School

PGDM, Finance & Marketing, 2001 - 2003

St.Michael's High School

CBSE XIIth, Science, 1982 - 1994

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