RAJESH SABHARWAL

∙ +91-9815950448 ∙ [rajesh448.rs@gmail.com](mailto:rajesh448.rs@gmail.com)

# WORK EXPERIENCE :

**State Bank of India (09/1993 – 01/2022)**

**Green Lotus Zirakpur ( 26/02/2022 to 30/04/2022)**

**Team Leader: Retails Loan business .**

* Team Leader of SBI multi-product sales team for home/car/education loan.
* Organized loan events to present and promote SBI products in various institutions.
* Built strong relationships with customers through positive attitude and attentive response and provide excellent customer services.
* Established open and professional relationships with team members to achieve quick resolutions for various issues.

Built strong relationships with buildsers for projects approval from SBI through positive attitude and

attentive response and provide excellent services.

**Branch Manager**

* Boosted branch sales by developing and deepening customer loyalty through incentive programs.
* Assessed expansion plans and presented costs to forecast trends and recommend changes.
* Sanction of all type of retails .Agl and SME loans as Branch head.
* Maintained friendly and professional customer interactions.
* Recommended loan approvals and denials based on customer loan application reviews.
* Gathered and reviewed customer feedback to improve operations.

**Relationship Manager: High Net Worth Customers**

* Generated new business and sanctioned (home/car/education loans).
* Monitored issues carefully and reached out to customers to provide immediate resolution and maintain satisfaction.
* Supported branch manager with team initiatives, resulting in new business.
* Managed portfolio of high net worth (HNW) clients.
* Assisted customers with needs such as opening accounts, depositing or transferring funds, updating account details and signing up for new services.

**Manager-HR**

* Coordinated with senior leadership and handled managerial needs by implementing fresh solutions into business strategies.
* Created vision to motivate staff to achieve the desired targets.
* Enhanced staff knowledge and awareness on organizational values.
* Developed focused training programs, leadership pipeline and succession plans.

# AGM HOME LOAN AND COLLA CATION (26/02/2022 to 30/04/2022)

# Working experience as AGM home loan and collacation

# Handle and support team in Queries, Requests & Complaints of the customers

# Agreements,

# Demand / Payments

# Loans

# Allotments

# NOC

# Project approval from Banks

# D.O.B . = 24/04/1968

# Qualification

# The Indian Institute of Bankers

# JAIIB (Junior Associate of the Indian Institute of Bankers) (2003)

# Panjab University

# Bachelor of Arts (1989)

# IC38 - Certificate Exam of Insurance Agents in Life Insurance.

# SKILLS

|  |  |  |
| --- | --- | --- |
| **Technical** | **Professional** | **Communication** |
| MS Excel | Client relationship management | English |
| MS Word | Leadership and accountability | Hindi |
| MS Powerpoint | Relationship building | Punjabi |
| Loan Operating System | Organizational skills |  |