

RESUME

Shubham Kohri

No117, Flat No 109,
Sri Lakshmi Nilayam,
8th Block, Koramangla,
Bengaluru, 560095.
Email: ldhshubhamkohri@gmail.com
M No- 9888709885

Profile:

A management Post Graduate of Panjab University, Chandigarh with experience in Financial Business Development, Relationship Management and Institutional Management in India's leading banking and financial organization.

PROFESSIONAL OBJECTIVE: -

Aspire to work in Field, which offers me challenges to go beyond. Allows me to take Achievement and to be able to integrate learning with growth leading to rewarding career opportunities & achieve a responsible position in the area of management and providing service that confirms customer's requirements through efficiency and effectiveness. I am quick to terms, self-confident & highly motivated. I am a good team player & love challenges & dedicated by nature. Having Experience of more than 6 years in Product Management, Credit and the diversified industries like Personal Loans, Salaried Loans, Professional Loans, Two Wheeler Finance, Accounts.

UJJIVAN SMALL FINANCE BANK LIMITED.

Designation: ASST PRODUCT MANAGER (CORPORATE PRODUCT).

Location: BENGALURU (Head Office).

Duration: Jun'21 to till date.

JOB PROFILE:

- ☐ Applying a structured methodology to define the Project Vision, Strategy, and Roadmap based on business needs, technical constraints and customer experience.
- ☐ Defining and measuring the metrics for business success and prioritize problems
- ☐ Write complete and detail-oriented product requirements documents, specs and user stories, ensuring clear communication of those requirements to technical, development, design and usability team.
- ☐ Define the product's target customers and understand the customer's requirements
- ☐ Work very closely with cross-functional stakeholders, including and not limited to operations team, developers, engineers, data scientists and business analyst.

- ☐ Identify the risk factors, prepare mitigates for the same.
- ☐ Prepare the RCA (Root Cause Analysis) documents from problems, identify the key stakeholders and propose solution documents.
- ☐ Assist in resolution of any audit/ compliance query with respect to the product
- ☐ Train support staff and stakeholders to ensure go-to market transitions are flawless.
- ☐ Manage and establish strong third party and vendor relationships and new business opportunities.

ANDROMEDA SALES AND DISTRIBUTIONS PVT LTD.

Designation: AREA HEAD.

Location: LUDHIANA (Punjab).

Duration: Jan'21 to Jun'21.

JOB PROFILE:

- ☐ Handling Sale of all types of Secured and Unsecured Loans.
- ☐ Understanding of Process & Policies for different offered products.
- ☐ Approval Notes.
- ☐ Handling work of Freelancers.
- ☐ Handling Team of 8 Members.
- ☐ Working with All Banks and NBFC's according to their product and policies.

BAJAJ FINANCE LTD.

Designation: Branch Credit Manager.

Location: Ahmedgarh (Punjab).

Duration: Jan'20 to JAN'21.

JOB PROFILE:

- ☐ Handling the Product Personal Loan, Salaried Loan, Professional Loan .
- ☐ Understanding of Process & Policies for different offered products.
- ☐ Preparing customer loan proposals for all ticket size and recommending to ACM/RCM/ZCM.
- ☐ Approval Notes.
- ☐ Preparing Credit appraisal Memo along with Proposal Rating Sheet.
- ☐ Managing High Ticket Loans up-to 32 lac.
- ☐ Managing Branch Portfolio of 10 Cr.

HINDUJA LEYLAND FINANCE.

Designation: Credit Co Ordinator.

Location: Ludhiana, Jalandhar, Amritsar, Bathinda (Punjab).

Duration: July'18 to Dec' 19.

JOB PROFILE:

- ☐ Handling the Product Two Wheeler.
- ☐ Understanding of Process & Policies for different offered products.
- ☐ Preparing customer loan proposals for all ticket size and recommending to NCH.
- ☐ Checking of Files & strict adherence to policy compliance.
- ☐ Punching of Data in application Processing System.

ACCOUNTS EXECUTIVE.

Designation: Accounts Executive.

Location: Ludhiana (Punjab).

Duration: June 2016 to May 2018.

JOB PROFILE:

- ☐ Maintaining Accounts.
- ☐ Bank Reconciliation.

BUSINESS & TECHNICAL QUALIFICATIONS:-

- ☐ Relationship Management
- ☐ B2B Sales
- ☐ Stakeholders Management
- ☐ Product Portfolio Management
- ☐ Product Policy & Plan
- ☐ Market Research
- ☐ Business Strategy and Development
- ☐ Cross functional Management
- ☐ Training and development
- ☐ (Windows, LOS, Finacle, Finn one, MS-Office).

PERSONAL DETAILS:-

Date of Birth:	25th Aug 1997
Marital Status:	Unmarried
Father's Name:	Sh. Rajesh Kumar
Nationality:	Indian
Languages:	English/ Hindi/Punjabi

ACADEMIC QUALIFICATIONS:-

- ☐ MBA in Finance & Marketing from LPU.
- ☐ B.Com **Honours** from Punjab University Chd.
- ☐ 10+2 From Punjab School Education Board
- ☐ 10th From Punjab School Education Board

Declaration:

I solemnly declare that all the above particulars are true, complete and correct to the best of my knowledge and belief.

Shubham Kohri