

Ashrika Gupta

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WORK EXPERIENCE

50 Months

ICICI Bank

Relationship Manager

May'23 – Present

- Delivered comprehensive Custodial, Professional Clearing, and Banking Solutions to mutual fund and insurance clients, ensuring compliance and effective risk management for institutional clients in the capital markets division
- Successfully managed a diverse portfolio of 7 institutional clients, overseeing a combined corpus of INR 425 billion. Collaborated in the onboarding of the 13th largest insurance company (AUM INR 270 billion) in India, and acquisition of new-age general insurance companies increasing the client base by 15% and PPOP by 5 million
- Expertise in managing operational processes, including trade execution, settlement, cash movement reconciliation, live market trades, corporate actions and clearing operations across equity, commodity, currency derivatives
- Supported High-Stakes Transactions across primary and secondary, equity and debt markets on platforms like NDS-OM, E-Kuber, CBRICS, STeADY, EBP, and TREPS while managing daily limit set-up for repo/reverse repo transactions
- Supervised for daily collateral requirements for clearing members in derivatives market for institutional clients
- Conducted in-depth client profile analyses encompassing company background, key personnel profiles, financial overview, and investment strategies and maintained a MIS data set for impactful business decisions

State Bank of India

Associate

Dec'18 – Jun'21

- Responsible for ensuring scrutiny and compliance of loan applications. Worked as an assistant field officer in the personal, pension, education, and car loan department in New Delhi Branch for 750+ applicants a year
- Assessed bad loans and non-performing assets for risk mitigation. Explained credit rating policies and penalties for defaulting to customers, resulting in the branch's NPA dropping from 95 lakhs to 45 lakhs in November 2020
- Managed SWO activities such as accepting deposits, cash, drafts, cheques, FD, RD, RTGS, and NEFT transactions
- Awarded as the gem of the branch-PEARL for exemplary performance during the year 2020-2021

INTERNSHIP

Lendenclub, Mumbai – IIM Kashipur

2022

- Led the design and implementation of LMS using Agile/Scrum in collaboration with cross-functional teams
- Designed and executed pre- and post-implementation surveys, analyzed results to track trust and efficiency improvements, and proposed initiatives to enhance employee engagement and interdepartmental synergy

Net Impact, Delhi University- IIM Kashipur

2021

- Conducted research and maintained a MIS to build data of 500+ startups, NGOs, and entrepreneurs, securing 20+ sponsorships and fostering collaborations with institutions and clubs to drive revenue growth

EDUCATION

Year	Degree	Institute	% / CGPA
2023	MBA, Analytics	Indian Institute of Management Kashipur	7.27/10
2017	B.Sc. (Hons) Maths	Dyal Singh College (Morning), University of Delhi	82.00%
2014	12 th (ISC)	Convent of Jesus and Mary, Dehradun	89.40%
2012	10 th (ICSE)	Convent of Jesus and Mary, Dehradun	90.71%

POSITION OF RESPONSIBILITY

Secretary- Econs, IIM Kashipur, 2021	<ul style="list-style-type: none">Organized economic events including many intra-college activities, inter-college competitions, and networking meets to promote engagement and awareness
Executive Member- D2C Igniters, IIM Kashipur, 2021	<ul style="list-style-type: none">Designed and published monthly newsletters and social media postsCollaborated with 30+ college student bodies to power their events through D2C and showcasing competition winners and their insights via social media handles

ACADEMIC ACHIEVEMENTS & CERTIFICATIONS

NISM Certification in Securities Operations and Risk Management & Depository Operations	2024
Attained NISM accreditation in the Securities Segment of the Indian Securities Market	2024
Cleared Mutual Fund Distributions Certification Examination held by NISM in collaboration with ICICI	2024
Certification in Audit Irregularities supervised by SBI, to be proficient during the branch audit	2021
Certification in JAIIB exam held by the Governing Council of Indian Institute of Banking & Finance	2019
Passed the level 1 Actuaries examination, CT-1 exam organized by Institute of Actuaries of India	2018

EXTRACURRICULAR ACTIVITIES

Facilitated knowledge sessions for various teams to enhance learning and collaboration	2024
Second Runner Up in Markapalooza 2.0 in 'Seirra '22', Marketing case study event by IIM Sirmaur	2022
Worked as a student volunteer for Matheletics'17 with Mathematics Society of Dyal Singh College	2017