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| **Ritesh Singh** |
| +91-8307967728; ritesh.singhs7869@gmail.com Date of Birth: 10th September, 1996 |
| **OBJECTIVE** |
| I am a highly driven professional looking for an opportunity where I can lend my acumen for sustainable growth of the organization |
| **ACADEMIC PROFILE** |
| **Degree** | **Institute** | **Board** | **Year** | **Results** |
| MBA | K J Somaiya Institute of Management, Mumbai | Somaiya Vidyavihar University | 2022 | 8.64 |
| B.E.(Biotechnology) | University Institute of Engineering and Technology, Chandigarh | Panjab University | 2018 | 62.70% |
| HSC | Krishna Public School, City | C.B.S.E. | 2014 | 80.60% |
| SSC | Krishna Public School, City | C.B.S.E. | 2012 | 89.30% |
| **ACADEMIC ACHIEVEMENTS** |
| **Certifications** | * Finance Essential: Banking and Markets, issued by Finshiksha
 |  | (2020) |
| **PROFESSIONAL EXPERIENCE (36 MONTHS)** |
| **Organization** | ICICI Bank Ltd. | **Duration** | May 2022 – Present |
| **Designation** | Manager I  | **Key Role** | Elite Trade Relations Group |
| **Key****Responsibilities** | * Managed key clients in Manufacturing, Trading, IT, Real Estate, etc.
* Reviewed 60+ clients' global transactions to boost Existing Relationship Value, adding over Rs. 2 Cr annually in forex fees to the branch's income.
* Identify client needs in Trade Finance, Cash Management, ODI, FDI, Packing Credit, LC, BG, and provide fitting solutions.
* Analyze financial statements (Balance sheet, Profit and Loss statements), credit reports and other data.
* Ensuring Compliance through regular monitoring of EDPMS and IDPMS
* Onboarding and educating clients on digital platform (Trade Online)
* Resolution of queries of all managed clients within specified TAT
* Hands on experience in Documentation, KYC, sensitive documentation reading
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| **Additional Learning** | * Exposure of corporate compliance
* Hands on experience in Documentation, KYC, sensitive documentation reading
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| **SUMMER INTERNSHIP (02 MONTHS)** |
| **STARNET****(Finance Intern)** | * Conducted in-depth analysis on the effect of key macro and micro economic factors on the foreign exchange market
* Researched and identified the commodities and currency pairs with huge potential
* Demonstrated the analysis to mentor
* Managed the portfolio
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| **PROJECT**  |
| **Wipro****(Operational Risk Management)** | * Understanding the Basel III norms and the key risk indicator in order to understand its role in development advanced capabilities in risk analytics
* Present the findings by using credit scoring models, Value-at-risk (VaR)
* Analyzing the market trends and economic factors
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| **ACHIEVEMENTS** |
|  | * Increased the forex fees by over 15 percent YOY in 2024
* Onboarded over 55 clients on Trade Online platform (ICICI Bank’s online platform for International Trade and Forex.
* Closed pending trade compliance of clients worth more than Rs. 45 Crore
* Acquired 4 high value clients contributing over Rs. 150 Crore of the forex transactions annually
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| **SKILLS AND COMPETENCIES** |
|  | * Portfolio Management
* Business Communication
* Regulatory Compliance in International Trade
* MS Office
* SQL
* Power BI
* Problem Solving
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| **ACCOMPLISHMENTS** |
|  | * Secured a position in top 6 percent of applicants in the country in CAT 2019
* Co-founder of Bhangra Loverz YouTube channel which has over 100,000 subscribers and 16 Million+ views
* First prize as a performer and choreographer in group dance (Bhangra) category at 49th Annual Conference of Indian Pharmacological Society 2016
* Organized blood donation camp at the Department of Transfusion Medicine, Government (2015) Medical College & Hospital, Chandigarh
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| **CERTIFICATIONS** |
|  | * International Trade Compliance (ICICI Bank)
* Foundatinal Course in Anti Money Laundering and KYC (ICICI Bank)
* Currency Conversion and Hedging (ICICI Bank)
* Exports and Imports (ICICI Bank)
* Tableau (Designer)
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