

abhiwin3@gmail.com

+919893948396



Pune, India

# SKILLS

Communications skills and developing network

Team Player

Ability to work under pressure and multi task

Solution finding

Handling critical situations

Risk Assessment

Financial Understanding

**LANGUAGES**

ENGLISH

*Native or Bilingual Proficiency*

HINDI

*Native or Bilingual Proficiency*

# INTERESTS

Swimming, Travelling

**WORK EXPERIENCE**

## BUB MANAGER

### PUNE/FEDERAL BANK

*05/2018 - Present Pune,India*

*Responsibility/Tasks*

 Working for growth of Business Banking(SME) portfolio for various regions.  Analysis of Financial of various firms for seeking the loan eligibility.

 Communicating with credit HUB, branches and other department for ensuring the smooth transaction of any SME loans.

 Analyzing the data for all regions allotted and working on improvement of the figure YoY.

 Analyzing the risk involved in loan proposal and finding ways to mitigate the risk for the organization.

 Complying with all the regulation and norms, and to ensure business growth hand in hand.

 Maintaining the data of various campaigns driven by regions and analyzing the same to improve the business driven strategy in upcoming campaigns.

## Assistant Manager

### INDORE/FEDERAL BANK

*11/2014 - 04/2018 Indore,India*

*Responsibility/Tasks*

 Handling the branch operational work.

 Managing the team of branch operation.

 Interacted and built long term relation with clients for customer acquisition and retention.

 Conducting meeting with customer to understand customer credit requirement and ensuring to onboard the customer with the products available with bank.

 Analyzing the accounts of customer and finding different products to engage the customer for enhancing customer relation with bank.

 Analyzing customer banking and financials for assessing the loan eligibility.

 Ensuring the compliance as per the norms and standards as CMO (Chief Monitoring Officer).

 Supported periodic internal and external audits and provided timely resolution to the audit comments and analyzing the short come so the same is not repeated.

 Performed independent analysis on high net worth clients and recommend if customer is initially credit worthy based on due diligence findings.

# ORGANIZATIONS

FEDERAL BANK (11/2014 - Present)

Abhijeet Shegokar

Manager

I like taking up challenges and achieving them with success. I am highly opportunistic and self- motivated to work in all given roles. I like to frame strategy and work with unconventional approaches to attain objectives. I believe that an individuals success depends on his efforts and determination towards it. In the near future, I do see myself working on Strategy and Business Development.

# CERTIFICATES

JAIIB (06/2014 - Present)

CUSTOMER SERVICE AND BANKING CODES AND STANDARDS (07/2017 - Present)

**ACHIEVEMENTS**

Best support function for MSME loan. (11/2022) Winner of Annual BUB campaign PAN India (10/2022) Winner of Annual BUB campaign PAN India (10/2021) Highest contributor of Fee Income in Region (10/2021)

Ranked in Top 500 employee of Bank (10/2017)

Ensuring the region to be PAN India No.1 (2022)

Ensuring the region to achieve milestone growth in history of bank. Awarded Best Compliance Officer (2016)

Awarded Digital Becon (2015)

# VOLUNTEER WORK

Ashraya Orphanage Home (11/2013 - 05/2014)

 Teaching the children, collecting small amount from colleagues and distributing stationary from the amount collected.

Sankalp Old Age Home (07/2015 - 08/2015)

 Conducted event with help of my organization and distributing blankets and water purifier for the place.

# EDUCATION

## PGDBF

### MANIPAL UNIVERSITY/BANGALORE

*10/2013 - 10/2014*

## BE (IT)

### RGPV/INDORE

*08/2008 - 06/2012*