

ROHIT SALVI

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 Pune, 411048

PROFESSIONAL SUMMARY

- A result-oriented professional offering over 18 Yrs. of successful career with diverse roles including 6 years of commended performance in Product management and Business Analysis in Banking Domain - Retail / Corporate Banking operations
- Efficient in managing teams and stakeholders to negotiate and balance the demands and expectations.
- Have good practical knowledge in Retail Banking, Payments, Digital Banking, Corporate Banking, Retail Lending and Digital lending operations.
- Successfully participated in various Scrum Ceremonies by sharing opinions on process & product innovation.
- Outstanding problem solving and analytical skills with ability to turn findings into strategic imperatives
- Business Intelligence and analytics Experience, demonstrated ability of liaising between technology teams QA teams and different partners, Complete Banking Knowledge, Excellent verbal and written communication skills, Demonstrated critical thinking and analytical skills, Demonstrated ability to be detail-oriented, and possess a strong, results-oriented work ethic, Demonstrated ability to prioritize and manage multiple tasks, while delivering quality results and meeting deadlines, Demonstrated ability to effectively interact and communicate with all levels of management.
- Exposure to various applications like TCS Bancs, Flexcube, Salesforce, Newgen, CTS Application.

SKILLS

- Documentation tools: MS Office Suite
- Prototyping: Balsamiq and Axure
- Modeling Tools: MS Visio
- Project Management tool:- JIRA
- Reporting Tools: Power BI and Tableau

EDUCATION

MIT School Of Management

Pune • 2005

MBA: Finance

KEY PROJECTS

Digital Banking Transformation - Delivered solutions to enhance all types of digital channels like mobile banking, net banking, web service portal, chat bot experience by implementing new features such as personalized dashboards, improve navigation and enhanced security measures.

Customer Onboarding Transformation - Successfully delivered solution for paperless account opening for non-individuals accounts.

Fraud Detection System Development - Profile checking of digitally onboarded customers and transaction monitoring for due diligence.

Payment, Cards & DCMS - Worked on various projects related to ATM switch, card payments like POS and E-Com through debit and credit cards as well as prepaid and forex

CERTIFICATIONS

May 2025

Certified Business Analyst, IIBA [EEP]

CORE COMPETENCY

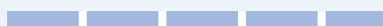
- Business Analyst Planning & monitoring
- Elicitation & Collaboration
- Requirement Life Cycle Management
- Strategy Analysis
- Solution Evaluation
- Stakeholder Management
- Project Management

BANKING DOMAIN KNOWLEDGE

- Retail Banking Products & Processes
- Corporate Banking
- Accounts, Cards & Payments
- Digital Banking
- Retail & Digital lending
- Account Opening & KYC Anti Money Laundering
- Customer Service Management – Salesforce
- Core Banking Solution (CBS) – TCS Bancs, Flexcube, Newgen, CTS Application

LANGUAGES

English



Hindi



Marathi



cards. Also handled projects of Debit Card Management System.

WORK HISTORY

IDFC First Bank Ltd - Senior Analyst

Pune • May 2019 - Current

Business Analyst & Product Management for Digital Banking, Digital Lending, Accounts, Cards, Payments, Retail and Corporate Banking applications, Mobile Banking Applications.

Key Responsibilities:

- Stakeholder management and Gathering requirements from stakeholders and effectively providing walkthrough to development and quality teams on gathered requirements
- Excellent work Experience in Agile environment.
- Elicitation Techniques, Gap analysis, Preparing BRD, FRD, writing User Stories.
- Gathering product requirements and aligning them with business goals
- Maintaining Product Backlog and prioritizing features & Creating Sprint Backlog.
- Conducting Daily Stand Ups and Sprint Ceremonies.
- Review test cases created by QA team and actively participate in defect triaging sessions
- Conducting Client Demo's for each sprint.
- Weekly and Monthly Presentations for Internal Management

IDFC First Bank Ltd – Assistant Manager

Pune • Oct 2015 – May 2019

Key Responsibilities:

- Executed GBO transactions, RTGS/NEFT transactions, Term Deposit Booking, and DD issuance, ensuring accurate and timely client servicing.
- Oversaw corporate account opening and instructions processing, ensuring seamless operations.
- Managed Retail and CMS Clearing operations, including handling of return cheques, P2F cheques activity, and CMS Bulk DD printing. Generated reports on Cheque Returns data.
- Served as a backup for Trade Finance operations, contributing to LC issuance, Bank Guarantee Issuance, Import payments, and Inward/Outward Remittances.

Yes Bank Ltd - Senior Officer

Pune • Apr 2011 – Oct 2015

Key Responsibilities:

- Managed General Banking transactions, Authenticated Outward and Inward Cheques clearing, ECS Clearing, CMS Transactions and facilitated NEFT/RTGS transactions.
- Oversaw Teller Authorizer responsibilities including authorization of teller transactions, CMS transactions and ATM Cash management and ensured compliance and audit control

Kotak Mahindra Bank Ltd - Service Officer

Pune • Oct 2008 – Mar 2010

Key Responsibilities:

- Teller Transactions, Issuance of Demand Drafts / Pay orders and RTGS/NEFT /Funds Transfer Transactions
- Deliverables Management and monitoring of BOD / EOD reports

Saraswat Co Op Bank Ltd - Temporary Clerk

Pune • Apr 2008 – Sep 2008

Key Responsibilities:

- Executed retail banking operations such as account opening, demand draft and pay order issuance, inter-branch transfers, and initiating fixed deposits.
- Addressed customer queries and issues promptly and efficiently to ensure high satisfaction.

AXA Business Services Private Pvt Ltd - Team Member

Pune • Aug 2006 – Sep 2007

Key Responsibilities:

- Managed final settlement claims of pensions for UK based clients
- Prepared and handled weekly reports for the UK based Scheme Coordinators (SCO)

MetLife Insurance Company Pvt Ltd - Channel Sales Officer

Pune • Aug 2005 – Jan 2006

Key Responsibilities:

Selling of Insurance Products