



+91- 8386916174



bhanup758@gmail.com



69-A, Gopalpura, Jaipur, Rajasthan

# BHANU PRATAP SINGH



## EXECUTIVE SUMMARY

- Pursuing Diploma in International Affairs & Diplomacy.
- Professional with about [7+] years of experience in banking and financial service sector (including mutual fund, insurance, capital market) Focused on finding new ways to make work cultures more [inclusive, equitable, and collaborative].
- Equally effective working solo or on a team. Committed to ongoing skills development and education.



## KEY RESULT AREAS

### FINANCIAL REPORTING/ANALYSIS :

- Controlling and allocating various costs (for month-end closure) on basis of Business units and Services lines.
- Creating dashboards on financial intelligence tools by enabling system improvements through change management and automation of reports.

### COST CONTROL :

- Providing critical assessment of all budgets and cost projections.

### PROCESS MIGRATION/TRANSITIONS :

- Efficiently automated the processes to enhance existing processes and implement improvements.



## CAREER CONTOUR

### AXIS BANK LTD.

#### Manager : Sep 2023 - Present

- Source new customers to generate revenue for fund Based and non-fund based products and increase customer base.
- Ensure prudent portfolio management and diversification of risk in partnership with the Credit Team to achieve portfolio quality.
- Ensure implementation of due processes, guidelines and Banks code of conduct in all transactions, sanctions, disbursements and post disbursement activities.

### HDB FINANCE LTD.

#### Branch Manager : Feb 2023 - Aug 2023

- Managing a team and Handling sales of LAP and personal loan. Achieve contributed value targets set for the branch.
- Ensure sales volumes for multiple products, sourcing quality & underwriting diligence to meet sales targets while controlling delinquencies and frauds.

### INDUSIND BANK LTD.

#### Senior Relationship Manager : Mar 2020 - Jan 2023

- Selling of investment products like Mutual Fund, Insurance, Current & Saving Account, generation of referrals from internal database.
- Provide accurate forecasts, updates and requested reports to reporting manager.

### ICICI BANK LTD.

#### Assistant Manager : Jul 2019 - Feb 2020

- Responsible for cross sell & enhancing relationship with existing customers.
- Review all critical reports, monitor cash levels, etc.

### EXIDE LIFE INSURANCE

#### Relationship Manager : Aug 2016 - Jul 2019

- Cross sell and up sell Exide Life Insurance Products based on the life cycle needs of the customer and as defined by the organization.
- Meeting the customers to solicit insurance products based on appointments in the course of daily activities.



## CORE COMPETENCIES

- Fund Management
- Cost Controlling
- Transition Management
- Process Automation
- Networking Events
- Exploring other Culture



## CAREER AWARDS

- Got selected as one of the delegate at best Diplomats Malaysia IN 2023.
- I got promoted as a Senior relationship manager in indusind bank IN 2023.
- Got qualified in monthly targets for Europe 2 times and Phuket in Exide Life Insurance 2018.
- First prize from Times of India for best performance in TOI Quiz 2015



## ACADEMIC CREDENTIALS

- **M.Com (BUSINESS ADMINISTRATION)**  
Rajasthan University , Jaipur  
Jul 2020 - Jun 2022
- **M.Com (BUSINESS ADMINISTRATION)**  
Rajasthan University , Jaipur  
Jul 2014 - Jun 2016
- **BACHELOR OF COMMERCE**  
Subodh College, Jaipur  
Jul 2012 - Jun 2016



## CERTIFICATIONS

- Certification in NISM & IRDAI
- One Year Diploma in computer application
- Web Based Technologies: Tally 7.2.9.0, Proficient in Microsoft Office, Core language C & C++



## VOLUNTEERING

Robin hood army      Jan 2019 - Apr 2024  
JAIPUR

Developing ideas for events, budgeting, scheduling speakers and activities, raising awareness in the community, and managing an event.



## PERSONAL DOSSIER



**Date of Birth :**  
17<sup>th</sup> Nov 1993



**Linguistic Skills :**  
English, Hindi