**NIRVIKAR SARANGNATH NAIK**

POST GRADUATE DIPLOMA IN MANAGEMENT

AGE: 35 Years

**PROFESSIONAL EXPERIENCE** Over 9 years of experience across Finance and Banking

**ICICI Bank,** *Chief**Manager* **(Private Banking RM – Pune** *) Dec 2018 till present*

* Responsible for designing ICICI Bank PBG Portfolio with clients having investible networth of more than 15 Cr of 100+ families with the **AUM of 250 Crores**(Approx)
* Monitor and address PBG clients Banking, Investment and Lending requirements.
* Onboarding Corporate Clients and their Promoters to Private Banking and looking after their lending and investment requirement by co-ordinating with diferent departments within ICICI to achieve complete 360 and ensuring we are primary bankers.
* Taking references from existing clients as well as using the ecosystem within the bank to acquire new PBG clients for increasing client base of the portfolio.
* Conduct risk profiling of all mapped clients for better advisory on investment needs
* Resolution of queries of all mapped clients within TAT specified
* Working with the Regional Head and Branch Managers of 10 branches of Kothrud Region to increase the CASATD and Lending book of the branch and therby region.

**HDFC BANK,** *Manager* **(Preferred Relationship Manager – Pune )**  *June 2014-Dec 2018*

* Directly responsible for designing Hdfc Bank HNW Portfolio of 215+ clients with the **AUM of 44 Crores**(Approx).
* Monitor and address HNI clients banking, Investment and Lending requirements.
* Use financial acumen and investment expertise to review a client's personal data, align clients need through superior service, seamlessly align service delivery for enhanced experience; thereby helping the client to reach his short term and long term investment goals.
* Formulate outbound and inbound sales plan to acquire new HNI customers for increasing customer base of the portfolio.
* Conduct risk profiling of all mapped clients for better advisory on investment needs
* Resolution of queries of all mapped clients within TAT specified.
* Cross-selling all banking products depending on client's reqirement thereby becoming one point for his all financial solutions

**ACHIEVEMENTS**

* Received Silver Star Award for best performing employee of the year
* Won BBH certificate for Insurance contest conducted PAN India
* Won ZH certificate in a contest called "Champions" for selling accounts and insurance
* Won ZH certificate for "GI ka sartaj" for selling high value General Insurance
* Received "Scroll of Honor" from BBH for selling high value insurance
* Received Bronze certificate in "Forex card ka Sikandar" contest for selling Forex cards within portfolio
* Won certificate for "Clash of Titans" from BBH for outstanding performance across all portfolio parameters

**KPIT Technologies Pune** Trainee (User research using Shadowing technique ) Jan 2014 - Feb 2014 (2 weeks)

* Learning and practical implementation of Shadowing Technique
* Using this technique to collect data from users for ITS project

**Deepak Novochem Technologies Ltd Pune** (Summer Trainee - Chinese Market Research ) June 2013 - July 2013

* Market research of Chinese market for a chemical called Cresol
* Searching for prospects for Cresol and business development
* Also competitor's analysis and it's demand in the chinese market

**EDUCATION**

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| --- | --- | --- | --- |
| Course | University/Board | Percentage | Year of Passing |
| PGDM | D.E.S. IMDR | 64.55 | 2014 |
| BE | University of Pune | 55.86 | 2011 |
| 12th | Maharashtra | 78.3 | 2007 |
| 10th | Maharashtra | 82 | 2005 |

**Academic Achievements**

* IMDR completion certificate in SAP
* Certification from SAP university alliance in Introduction to ERP Module
* Certified by NISM for Mutual Fund Distribution (Module V A)
* IRDA Certified

**KEY SKILLS AND HOBBIES**

# DANCING #LEADERSHIP # VISITING NEW PLACES #READING NOVELS #WATCHING MOVIES

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