

Naman Gambhir

Result-oriented finance professional with 1 year of experience in Banking Domain. KRA-Customer engagement, facilitate work in given TAT. Establishing strong business relationships which result in an overall increase in revenue and the attainment of defined corporate goals.



Personal details

Name

Naman Gambhir

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Education

PGPM-Finance and Analytics

Jun 2021 - Feb 2023

ICFAI Business School, Kolkata

1. Specialized in Finance and Analytics
2. Core Competencies in Banking and Financial Analysis
3. Prepared various Term Paper-Managerial Economics
4. Participated in Case Study Competitions of B-Schools.

Bachelor in Commerce Management-Honors

May 2018 - May 2021

The Bhawanipur Education Society College, Kolkata

1. Specialized in Marketing
2. Good knowledge of Cost Accounting and Economics

Certifications

Design Thinking-KPMG

Banking Credit Analysis-Udemy

Employment

Retail Banking Group-Relationship Manager-DM 2

Jan 2024 - Present

ICICI BANK, Kolkata

1. To solve customer queries and provide them solutions
2. Customer Engagement
3. To grow Total Relationship Value from Existing Customer
4. New Customer Acquisition and on-boarding

Business Banking Department-Working Capital-MSME

Apr 2023 - Jan 2024

ICICI BANK-Relationship Manager-DM 2, Hyderabad

1. Analyzing and examining the merit of a business loan applicant on financial parameters. Carrying forward all credit analysis, documentation and disbursement of loan majorly to finance working capital requirement with ticket size 1 million to 200 million INR.
2. Process collateral valuation, legal check for property, creation of security both equitable and registered.
3. Coordinating with different internal groups like credit team, valuers, legal advisors, middle officer group with nil escalations and delay to ensure customer delight during disbursal of loan.
4. Preparation of documents in line with sanction conditions

5. Communicating with existing clients, monitoring limit utilization, track fund utilization and routing.
6. Grow revenue from existing relationships and through acquisition of new customers in line with the bank's risk appetite and policies.
7. Uphold credit policy and lending guidelines whilst maintaining a balanced approach to risk management.

Skills

Finacle-Basic

Customer Relationship Management

Networking

MS Excel

MS Power Point

Internships

Credit Underwriting

Mar 2022 - May 2022

Peerless Finance, Kolkata

1. Credit Assessment of MSME Business
2. Understanding key ratios involved in Credit Assessment
3. Financial Checks, CIBIL and various metrics

Awards And Achievements

Class Representative in IBS 2021-22

**Winner of 'Be The Big Bull Event'-Finance
Club IBS Kolkata**

Lets Get Down To Business-IBS Kolkata

Biz Wiz, Techno India Salt Lake Uniex 2022

**Salt and Pepper Marketing Event-IBS Brio
2022**