

SIDDHARTH BAJAJ

Permanent Address:

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CARRER OBJECTIVE

I want to be associated with an organization that understands the importance of human values, be passionate about my work, and climb up the corporate hierarchy with my sincerity, dedication & smart work.

PROFESSIONAL SYNOPSIS

- A results-oriented individual with proven success of 6 years in Banking and finance currently associated with First Abu Dhabi Bank as Team Manager.
 - Conducted sessions and assisted new joiner's to gain an understanding of the process and business as a whole so that the efforts of the individuals are focused to the deliverables and adept at handling multiple tools for managing and delivering various aspects.
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ACADEMICS

- ⇒ **MBA** in Marketing (**Regular**) through International Institute of Business Studies, Punjab Technical University, Bangalore 2010.
 - ⇒ Diploma in **Banking & Finance**, 2010.
 - ⇒ Passed my B.Com (P) Swami Shradhanand College of Delhi University, Delhi 2008.
 - ⇒ Passed my HSC from Sarvodaya Vidhyalaya, Delhi 2005.
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ORGANIZATIONAL EXPERIENCE

Designation : Team Manager-Premium Banking-CCPL

Company : First Abu Dhabi Bank

Duration : Sep 2016 - Present

Job Responsibility:

- ⇒ Managed a team of 10-12 sales agents' & RM's effectively increasing sales performance by coaching, developing their skills and helping them to generate revenue.
- ⇒ Handling and maintaining HNI Customers to generate revenue for the bank by sourcing high income segment customers such as CEO, CFO, HR managers etc.
- ⇒ Managed consistent relationship with big companies such as Cleveland clinic, Feather Management consultants, International Golden group etc.
- ⇒ Consistently achieving sales target and increasing monthly revenue by 10% in spite of challenging market dynamics.

- ⇒ Conducting daily meetings with sales team members and providing appropriate guidance and motivation to achieve target.
- ⇒ Coordinated sales activities such as help desk, HR presentation, flyer distribution to generate more business.

Designation : **Personal Banker-CCPL.**

Company : Mashreq Bank

Duration : Feb 2016 - July 2016

Job Responsibility:

- ⇒ Assisting Team Leader-Multi-products selling all banking products, such as Personal Loan, Credit cards, Bancassurance & Generate leads for other banking products.
- ⇒ Hand to Hand work with the wealth management team to generate quality business to bank's wealth customers.
- ⇒ Provided financial services to the client's need or their requirements.
- ⇒ Developing and implementing innovative business development plans for the purpose of achieving predestined number targets.
- ⇒ Search for new Prospects and targeting top Corporate Segment for the purpose of business growth.
- ⇒ Reviewing own Performance, aiming to meet or exceed targets.

Designation : **Senior Relationship Officer-CCPL.**

Company : Mashreq Bank

Duration : Feb 2015 - Jan 2016

Job Responsibility:

- ⇒ Selling Multi-products such as personal loans, credit cards, Banca-assurance, current accounts and other banking products.
- ⇒ Provide customer service based on client's need or their requirements.
- ⇒ Perform sales calls to potential credit card customers, encouraging them to sign up for our services.
- ⇒ Maintaining Lean board and educate the new staff about lean practices followed by the bank.
- ⇒ Frequently visited companies to the growth of business.

Designation : **Relationship Officer.**

Company : Mashreq Bank

Duration : Sep 2013 - Feb 2015

Job Responsibility:

- ⇒ Multi products sales such as Personal Loan, Credit cards, Bancassurance & other retail banking products,
- ⇒ Perform sales calls to potential credit card customers, encouraging them to sign up for banking services.
- ⇒ Building relationships with the company's accounts/HR department for continuous business growth.

Designation : Acquisition Manager
Company : Deutsche Bank AG
Duration : April 2010 - Feb 2011

Job Responsibility

- ⇒ Selling Personal Loan, Credit cards, Bancassurance & provide services to the clients.
- ⇒ Managed a team of 3 sales agents and provided them complete policy trainings
- ⇒ Perform sales calls to potential credit card customers, encouraging them to sign up for our services
- ⇒ Reviewing own Performance, aiming to meet or exceed targets

PREVIOUS ASSIGNMENT (During summer Internship)

Name of the Organization: Lifestyle India Private limited

Department: Supply chain/Logistics

Profile : Management Trainee

Role: During this training period I had the role to determine the space occupied by the various concepts in warehouse, analysing the data obtained and reporting to the corporate office in terms of “**Eaches vs. Cubic Ft.**”

Achievements: During this training period I met distinct persons in Lifestyle Group of companies & also I came to know about the different processes in supply chain management.

TECHNICAL SKILLS

- ⇒ **Courses**
 - **SAP Sales & Distribution** from Webcom technologies.
- ⇒ **Office Tools** **Microsoft Office-Word, PowerPoint, Excel 2003 to 2010.**
- ⇒ **Languages** **C, C++, CMD.**
- ⇒ **Operating System** **Windows XP, Vista, Seven & Eight.**

ACHIEVEMENTS & AWARDS

- ❖ Awarded & Certified **Top Performer (Across UAE) Cards Q1-2016.**
- ❖ Awarded & Certified **Top Performer (Across UAE) OMNI Q1-2016.**
- ❖ Awarded & Certified **Top performer (Across UAE) with 295% achievement** for the month of January 2016 **Mashreq Bank.**
- ❖ Awarded & Certified **Top performer (Across UAE) with 208% achievement** in Core (Credit cards) for the month of January 2016 **Mashreq Bank.**

- ❖ Certified **1st Runner up (Across UAE)** with **208% achievement** in Core (Credit cards) for the month of February 2016 **Mashreq Bank**.
- ❖ Awarded & Certified **Consistent Performer Personal loans** for Q1 2015 with **Mashreq Bank**.
- ❖ Awarded **Top Performer BANCA (Across UAE)** for H1 with **Mashreq Bank, 2014**.
- ❖ Awarded **Blackberry Q5** for being **Top performer** across UAE for the month of January with **Mashreq Bank, 2014**.
- ❖ Successfully qualified for **International Sales Convention Bancassurance** for Istanbul, Turkey.
- ❖ Successfully qualified for **International Sales Convention OMNI** for Budapest, Hungary.

Cultural

- ❖ Participated Conducted and Monitored Fresher's Party in IIBS as a Committee Member, 2010.
- ❖ Won First Prize in Dance competition at Hansraj College, Delhi University 2006.

OTHER INFORMATION

- ⇒ Valid UAE driving License holder.
- ⇒ Quick learner in figuring out various ways of managing business development activities thereby achieving the objective of the organization.
- ⇒ Possess **excellent interpersonal, analytical, communication and team handling skills** with proven ability in establishing quality systems/helping peers towards their goals.
- ⇒ Ability to work hard and complete time bound assignment.
- ⇒ Capable of taking on additional responsibilities.
- ⇒ My hobbies include playing cricket & travelling to new places.

Date:

(SIDDHARTH BAJAJ)

Place: