

# Abhilash Jha

## Banker

Innovative Relationship Manager focused on developing strategic business opportunities by delivering exemplary service to each client's individual needs. Respected professional with exceptional knowledge regarding risk management.



## Work History

2023-12 -  
Current

### Relationship Manager, Working Capital (Manager)

*Kotak Mahindra Bank Ltd, Bangalore*

- Identified new business opportunities through diligent market research and analysis, contributing to increased revenue growth.
- Evaluated portfolio performance regularly using advanced analytics tools, making strategic recommendations to optimize client returns.
- Mentored junior team members on best practices in relationship management techniques, contributing to overall team success and growth within the company.
- Collaborated with cross-functional teams for seamless management of high-profile accounts, resulting in improved customer satisfaction.
- Communicated regularly with clients to understand needs, evaluate current product use and cross-sell new products.
- Created financial dashboards to provide insights into key performance indicators.

2022-09 -  
2023-11

### Relationship Manager, Business Loan Group ( DM)

*ICICI Bank Ltd, Bangalore*

- Reviewed historical records, current operational data and forecasting information to identify and capitalize on system enhancement opportunities.



## Contact

### Address

Bangalore, India 560078

### Phone

9123296813

### E-mail

abhilashkumar0978@gmail.com



## Skills

Customer portfolio management

Risk management

Business relationship cultivation

Relationship building and management

- Originated, reviewed, processed, closed, and administered customer loan proposals.
- Complied with established internal controls and policies.
- Created and maintained databases to track customer discussions and preferences for accurate, updated records.
- Developed systems to efficiently track loan documents and enhance accuracy.



## Software

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Excel

Power BI

Finacle



## Education

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2022-01 -  
2022-12

### **POST GRADUATE DIPLOMA IN BANKING & FINANCE**

MANIPAL ACADEMY FOR BANKING AND INSURANCE -  
BANGALORE

CGPA- 8.4

Awarded ProBanker

Finalist in BizzMaster

Program Leader ( Responsible for managing events in  
Campus)

2015-06 -  
2018-06

### **BACHELOR OF COMMERCE: Accountancy**

VINOBHA BHAVE UNIVERSITY - DHANBAD

GPA: 7.14

2013-04 -  
2015-03

### **INTERMEDIATE: Commerce**

RAJKAMAL SARASWATI VIDYA MANDIR - DHANBAD

- INTERNATIONAL COMMERCE OLYMPIAD WINNER
- PERCENTAGE = 92.6%

2012-04 -  
2013-03

### **MATRICULATION**

GURU GOBIND SINGH PUBLIC SCHOOL - DHANBAD

CGPA: 9.4