



ABHINAV CHATE

Assistant Product Manager (Corporate Business)

A dedicated professional with 2+ years of Experience into Business Development and Product Management, thereby seeking a responsible and challenging position in a growth oriented progressive Institution where my experience and skills will significantly contribute to the overall success of the organization and provide opportunities for my career growth.

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🔑 Core Competencies

Project Management

Stakeholder Management

Relationship Management

KYC

Product Management

Data Analytics/Report Reading

Excel Analytics

R & Python Language

CRM Next

Finacle

🧠 Career Summary

Banking Professional with 2+ years of Proven Experience into Product Portfolio Client Onboarding and Key Account Management for Retail Institutional business. My assignments includes Handling the Institutional Business Portfolio for the Institutional Business Vertical, Managing Internal and External Stakeholders for serving Institutional Clients, Product Communication, Training Branch Channel on Services Offerings, Conducting Market Research to understand Product/Service Specific Requirements, Generate and Analyze Business Reports for Business and Product Related Decisions

🎓 Education Details

Year	Degree	Percentage	University/Institute
2018	PGDM(Marketing & Operation)	72.24%	IMT Nagpur
2015	B.E(Power Engineering)	61.77%	NPTI Nagpur
2011	HSC	78.5%	Maharashtra State Board
2009	SSC	84.15%	Maharashtra State Board

Certified Six Sigma Green Belt by KPMG
Pursuing Execute Development Program from IIM Raipur into Data Analytics

Professional Experience

Ujjivan Small Finance Bank April 18 – Present (25 months)



Growth Path / Deputation:

Management Trainee- Branch Channel(April 2018- May2019)

Key Result Areas-

- Responsible for achieving business targets by Acquiring HNI clients and a Single Point of Contact for their Account Management
- Ensures full conversion of existing borrowers for liabilities.
- Guides the field staff for pitching liabilities products to existing customers.
- Trains branch staff/customers on :- Liabilities products , Usage of alternate channels(Digital Platform)
- Guiding Branch Staff on Cross Selling of TPP products to Existing Clients
- Conducting Micro Marketing activities in Branch Catchments for creating Brand Awareness and Lead Generation
- Building and Managing Lead Pipeline for HNI Acquisition at the cluster level

Assistant Product & Business Manager–Institutional Product (Jun 19 – Present)

Key Result Areas-

- Responsible for Driving Institutional Product(Current, Savings, Deposits Account, Cross Selling) Business across Branch Banking Channel
- Generating Opportunities for Cross Selling Service Based Solutions by Understanding needs of Institutional Clients
- Build Proposals for Business Offering in Collaboration with Marketing Team
- Collaborate with Internal Stakeholders like Operations, Compliance, Legal IT and Deliverables team for Smooth Onboarding of Clients
- Managing Vendors for Providing Solution Based Services to the Clients
- Training branch staff by designing modules on Institutional products, Sales Pitch, KYC Documentation, Usage of Alternate Channels(Digital Banking, Online Bill Payments etc)
- Responsible for Business Performance Tracking at Product level
- Generating Weekly/Monthly Business Reports and Share it with NPM
- Analyzing Portfolio Reports and Provide key insights to the Management on business
- Responsible for Monitoring monthly Productivity at RSM/RM/BM level
- Responsible for maintaining daily MIS, Sales and Lead tracker of Branches in Cluster
- Conducting Business drives in region in coordination with the Central team to scale up the business Performance and ensuring indistinguishable penetration of Corporate Liability products
- Conduct Research on Institutional Clients to understand their Banking Requirement and Provide research based inputs to the management