

Deepak Arora

Contact

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Education

MBA in Finance and International Business

Rai Business School, New Delhi
(2003 - 2005)

Bachelor of Information Technology

IGNOU, New Delhi (1999 - 2003)

Certifications: Scrum Master,
JAIIB, IRDA, AMFI

Key Skills

Marketing
Managerial Experience
Communication
Problem-solving
Analytical Skills
AML Compliance
Regulatory Knowledge
Decisiveness

Objective

Seasoned Banking Consultant with over 18 years of experience in financial services and banking, including 9 years in managerial roles. Expertise in transaction monitoring, AML compliance, and regulatory knowledge within a regulated market. Proven ability to manage complex processes, analyze business and regulatory issues, and implement strategic solutions. Strong analytical skills, integrity, and a commitment to delivering practical and actionable strategies.

Experience

Branch Manager, Nuvama Wealth Management Ltd

Jan 2024 – Dec 2024

- Managed acquisition and management of investment products, including Life Insurance, Mutual Funds, Private Equity, PMS, AIF, and FI.
- Led a team of Relationship Managers, ensuring compliance with AML regulations and enhancing client portfolio management.

Branch Manager, CSB Bank Ltd

June 2022 – Dec 2023

- Directed branch operations and managed sales targets, focusing on transaction monitoring and regulatory compliance.
- Enhanced client relationships through strategic account management and compliance adherence.

Branch Manager, RBL Bank Ltd

April 2021 – June 2022

- Oversaw branch activities, including AML compliance and transaction monitoring, ensuring adherence to regulatory standards.
- Implemented strategies to optimize branch performance and client satisfaction.

Branch Manager, IndusInd Bank Ltd

June 2020 – March 2021

- Managed branch administration and compliance, with a focus on risk assessment, regulatory adherence, and client interactions.

Branch Manager, Yes Bank Ltd

Oct 2015 – June 2020

- Led branch operations, including AML compliance and transaction monitoring, ensuring regulatory compliance and client satisfaction.
- Developed and implemented strategies to improve branch performance and address complex issues.

Branch Operation Manager, Kotak Mahindra Bank

March 2010 – Sept 2015

- Supervised branch operations and compliance, focusing on transaction monitoring and risk management.
- Managed a team and ensured adherence to regulatory requirements and operational excellence.

Deputy Manager, HDFC Bank Ltd

Feb 2008 – Feb 2010

- Achieved sales targets and managed compliance processes, including AML and transaction monitoring.
- Specialized in client acquisition, retention, and regulatory adherence.

Personal Financial Consultant, Standard Chartered Bank

Feb 2007 – Feb 2008

- Provided financial advisory services, managing client portfolios and ensuring compliance with regulatory standards.

Operations Management, Centurion Bank of Punjab

May 2005 – Feb 2007

- Managed operational tasks and compliance, including AML processes and transaction monitoring.
- Provided personalized financial consultations and managed investment options.

Communication

Implemented new procedures and technologies that improved efficiency and streamlined operations.

Leadership

Successfully led a team to exceed sales goals while maintaining excellent customer satisfaction scores.

References

Available upon request.