

RIYA SHAH

TRADE SALES MANAGER



CONTACT INFORMATION

- Female
- 30-05-1996
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- 9638684220
- Ahmedabad

OBJECTIVE

- Fill in your Career's Objective
- + Shortterm (in the next 2 years).
Complete more and more certifications in different fields and seeking to increase sales and customer loyalty.
 - + Longterm (In the next 3-5 years).
Want to go ahead in a leadership role

SKILLS

Language:

English/Hindi/gujarati and basic french

Making:

Have a good marketing skills and also can lead the team.

Computer:

Word, Excel, Powerpoint

Leadership:

WORK EXPERIENCE

2024 - NOW

HDFC BANK, TRADE SALES MANAGER

Job Description

Currently I am handling 8 branches of AHMEDABAD with a job size of 5 crores in which I am taking care of trade business which includes retail forex, inwards , import payments as well as outward remittances,FDI, ODI and letter of credit and Forward Contracts

Also I am taking care of issuing Bank Guarantees to clients.

Liasoning with treasury for exchange rates

Co- ordinating with trade operations/customers and treasury for executing customer transactions

Also need to handle queries of mapped client as well as site visit to be done to issue AD code letters

Key interest area — bank guarantee/FDI/ODI and other trade products.

2023 - 2024

ICICI BANK, AFFLUENT RELATIONSHIP MANAGER

Job Description

KRA is to identify trade potential customers into catchment.

Responsible for fees and revenue generation from branches mapped as such 2 branches is being handled by me.

Acquisition of trade current account

Co- ordinating with trade operations/customers and treasury for executing customer transactions and exchange rates

Assuring customer upon investment, FD, loans and services

Key interest area — bank guarantee/PCFC/FDI/ODI and other trade products.

2019 - 2023

KOTAK MAHINDRA BANK, Senior relationship

Can lead the team

Good co-ordinating:

Co-ordinating with the clients and department.

INTERESTS

I like bharatnatyam

Want to certify myself in different trade/market/treasury and wealth management.

manager

Responsible for managing 350 HNI clients for their day to day operations.

Cross sell and upscale of various bank products to mapped clients

Acquisition of new HNI customers from catchment.

To increase RNPS and TNPS of mapped clients.
Investment advisory along with loans and advances to mapped clients

Increases PH from the mapped portfolio.

CERTIFICATIONS

2019: NISM

2019: IRDA

2025: Executive Certificate Program in Financial Data Analytics & Corporate Finance AT IIM VISAKHAPATNAM- in process

EDUCATION

● June 2017 - March 2019

GLS UNIVERSITY, MBA-full time

MBA IN FINANCE (major) and MARKETING (minor

● June 2014 - March 2017

HLIC - AHMEDABAD UNIVERSITY, BCOM

12 th completed from MT CARMEL SCHOOL
AHMEDABAD - march 2014

ACTIVITIES

● 2019 - NOW

KOTAK BANK / ICICI BANK

Love to take leadership in every extra curriculum activity

HONORS & AWARDS

2019: For SIP s and MUTUAL FUNDS

2021-2023: For life insurance and other products