



Ayush Gupta

Banking Professional

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TRAINING & CERTIFICATIONS

- Equity Derivatives Series VIII NISM, 2020

SKILLS

- Team oriented and results driven
- People skills
- Customer relationship handling
- Eagerness to learn

LANGUAGES

English 
Hindi 

PERSONAL INTERESTS

- Passionate about dance and sports
- Budding writer: Travel experiences
- Reading: Fiction

PERSONAL INFORMATION

Birthday
February 02, 1992

Gender
Male

Marital Status
Single

Nationality
India

PROFILE • ABOUT ME

Passionate about making a career in Financial Services. Firm believer in a blended approach of human as well as virtual engagement with clients for building sustainable business. Proven track record in successful relationship management and sales. Aggressive and determined to deliver consistently. Experience 4+ years.

EDUCATION

International Business, Master of Business Administration, Completed, May 2016

ITM Business School
Navi Mumbai, Maharashtra

International Marketing, Country Profiling and Global Competitiveness, Diploma, Completed, June 2015

ESSCA Ecole de Management
Budapest, Budapest

Business Negotiations, Brand Development, Diploma, Completed, July 2015

EM Normandie
Caen, Normandy

Bachelor of Commerce, Completed, May 2013

University of Delhi
New Delhi, Delhi

WORK EXPERIENCE

January 2017 - May 2020

Mumbai, Maharashtra

Relationship Manager

Standard Chartered Bank

- Conducted business presentations to penetrate in Existing to Bank (ETB) clients
- Revived dead companies from existing dead portfolio
- Regular scouting opportunities in New to Bank (NTB) Companies
- Maintained and developed a cordial relationship with the HR, Finance, Accounts managers and senior level managers of existing companies

May 2016 - January 2017

Mumbai, Maharashtra

Relationship Manager

Just Dial Limited

- Acquisition of small and medium enterprise clients for Just Dial's Product and Services
- Relationship management of newly launched online business integration product; JD Omni along with business advertisement via various listings on Just Dial's portal (mobile and website)



INTERNSHIPS

January 2015 - February 2015

New Delhi, Delhi

Sales, Marketing and Business Development

Reliance Industries Limited

Identified the marketing strategy for growth and sustainability of premium range of products of Recron Certified. Also, analyzed market and packaging of ghee and buttermilk in regards to the scope of RELPET.



CAREER HIGHLIGHTS

- Single handed conversion of shared mandate to mandate relationship in Indiamart Intermersh Ltd
- Dead revival of ECI Telecom, L&T Ltd. for salary account relationship
- Successful penetration in Non Resident Employee Banking business as per strategic intend of the bank



DECLARATION

I, Ayush Gupta, hereby declare that the information contained herein is true and correct to the best of my knowledge and belief.

Ayush Gupta