

Sahil Sharma

Details

Jalandhar
India
9815946467
sahilsharma.jal1@gmail.com

Soft Skills

Strong Analytical and Critical
Thinkin

Collaborative Team Player

Adaptability and Quick Learner

Problem Solving

Excellent Communication and
Presentation

Detail-oriented and Organized

Languages

English

Hindi

Punjabi

Technical Skills

Requirement Elicitation.
Data Modeling and Analysis.
SQL and Database Management.
Microsoft Office Packages.
Research and analysis.
Data Analytics.
Process Mapping and
Improvement.
Project Management & Financial
Planning.
Customer portfolio
management.
Requirements gathering.
Company Balance Sheet
Analysis.
Equity and Fixed Income
Markets.

Profile

Dedicated and results-driven Business Analyst with a strong foundation in finance and IT, currently employed in a banking firm seeking a challenging position in the IT ,business, or financial analysis to apply analytical skills, strategic thinking, and problem-solving expertise. Leveraging a unique blend of technical proficiency and financial acumen to contribute to organizational success through innovation, strategic planning, effective data analysis, process optimization and collaborative solutions.

Employment History

Relationship Manager, Kotak Mahindra Bank

June 2023

- Communicated regularly with clients to understand needs, evaluate current product use and cross-sell new products.
- Maintained knowledge repository on banking products and distribution to provide optimal service support.
- Developed strategic plans for day-to-day financial operations
- Analyzed customer data to identify areas of improvement and maximize customer satisfaction.
- Monitored customer feedback and generated reports to identify areas of improvement.
- Developed and maintained strong relationships with key clients, resulting in increased customer loyalty and satisfaction.
- Conducted data analysis and prepared reports for management, providing insights into key performance indicators and business trends.
- Contributed to process improvement initiatives, identifying areas for optimization and efficiency.
- Established and maintained a network of contacts to increase brand awareness and identify new business opportunities.

Education

M.B.A , Apeejay Institute Of Management & Engineering , Jalandhar

- Business Analytics & Finance

B.Tech , Guru Nanak Dev Engineering College, Ludhiana

Graduated in Computer Science and Engineering

Internships

Business Analyst, HDFC MUTUAL FUND

- Performed budget analysis to control expenditures and predict future budget needs.
- Provided reporting for forecast analysis and ad-hoc reporting in support of decision-making.
- Maintained database systems to track and analyze operational data.
- Assisted in developing and maintaining project documentation, including business requirements, process flows, and uses cases.
- Evaluated customer needs and feedback to drive product and service improvements.
- Conducted market research and analyses to identify new business opportunities and trends.

Certifications

NISM VA Mutual Fund Dist, NISM Mumbai