



## **Roshan Kurian Peter**

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### **BRANCH HEAD – RETAIL BRANCH BANKING – LIABILITIES, ASSETS AND TPP**

A Branch Head with a flair and capability for leading a team with the objectives of business acquisition, operations and customer service. Key Responsibility Areas are Sales Planning, overseeing Branch Operations, and monitoring the productivity of the Relationship Manager, Key Account Managers, Business Development Managers and Customer Service Managers every month by new business acquisition and customer service. Currently working as Branch Head at IndusInd Bank Ltd.

#### **AREAS OF EXPERTISE**

- ✓ Sales, Retail Branch Banking Operations, Administration and Revenue Leakage Monitoring
- ✓ New Business Acquisition
- ✓ Cross Selling of Third Party Products and asset products
- ✓ Customer Service

#### **CAREER HISTORY**

##### *AVP AND BRANCH HEAD*

##### **IndusInd Bank Limited [Currently working]**

- ✓ Heading a branch with a liability book of Rs. 26 Crores, Rs. 2 Crores of AUM in mutual funds and nearly 4000 customers
- ✓ Driving acquisition of liability business with major focus on good quality accounts and high net worth Non Resident Indians
- ✓ Achieving revenue from sales of Life Insurance, Health Insurance, Mutual Funds and Asset products
- ✓ Monitoring and achieving employee productivity on product numbers and revenue from wealth products every month
- ✓ Monthly verification of cash, deliverables and ATM cash and monitoring the operational parameters of the branch

##### *SENIOR MANAGER AND BRANCH HEAD*

##### **ESAF Small Finance Bank [February 2018 – January 2019]**

- ✓ Key responsibilities are Sales planning of liability products by conducting promotional activities, leading a team of Relationship and Sales Officers to achieve target numbers of Savings and Current Accounts, Fixed and Recurring Deposits and Asset Products.
- ✓ Overseeing the branch operations, sales processes, employee productivity etc.
- ✓ Fortnightly review of staff and sending reports on sales and employee productivity to cluster head.

#### **PREVIOUS CAREER HISTORY**

##### *TELLER AUTHORISER*

##### **HDFC Bank Limited [March 2007 – November 2017]**

- ✓ Sales, Branch administration and compliance of regulatory guidelines of the branch
- ✓ Lead generation and sales of Savings and Current Accounts, Loans, Cards, Insurance and Mutual Funds
- ✓ Monitoring the Sales Processes of the branch.
- ✓ Retail Forex Transactions, Cheque Clearing and reporting to treasury
- ✓ Corporate Salary uploads
- ✓ Branch Cost control and Revenue Leakage monitoring
- ✓ Achievement of business targets by cross selling and providing solutions based on customer requirements
- ✓ Customer Service

## MAJOR ACHIEVEMENTS

- ✓ Winner of “Chingapulary” contest at branch level in role category for Savings Accounts, Life Insurance and General Insurance in August 2014.
- ✓ Won the “Bull Run” contest for sales of highest number of Trading cum Demat Accounts in role category at branch level in September 2014.
- ✓ Recognised by HDFC Ltd. for disbursing highest value of Home Loans at branch level for the half year ended September 2015 – Rs. 3.25 Crores
- ✓ Successfully completed a project on streamlining branch operations of 26 branches in Cochin and Thrissur clusters from June to December 2015.
- ✓ Awarded Level 2 achiever in Forex Sales at Cluster Level in role category in 2016.
- ✓ Disbursed highest number of two-wheeler loans at branch level for the half year ended September 2016 – 23 disbursements totalling Rs. 18 Lakhs.
- ✓ Winner of “Stars of March” Life Insurance contest by logging in Rs. 5.30 lakhs of insurance premium in March 2017.

### ACCOUNTANT

#### Choice Trading Corporation [P] Limited [December 2005 – December 2006]

- ✓ Handling of Accounts Receivables of Choice Canning Co Inc. a fully owned subsidiary in the USA
- ✓ Accounting using Tally accounting software

### COMMERCIAL ASSISTANT

#### Saud Bahwan Automotive LLC, Oman [June 2003 – August 2005]

- ✓ Obtaining quotations from suppliers for purchase of capital goods and consumables
- ✓ Preparation of purchase orders after negotiation
- ✓ Follow up with suppliers for prompt delivery
- ✓ Payments against delivery notes

### BACK OFFICE EXECUTIVE [CREDIT DEPARTMENT]

#### ICICI Home Finance Company Limited [January 2003 – June 2003]

- ✓ Documentation for sanction and disbursement of home loans
- ✓ Collection of Processing Fee cheques and post dated cheques of customers
- ✓ Generation of sanction letters of loans

## KEY SKILLS AND COMPETENCIES

### Professional

- ✓ Ability to interact and build rapport with customers and convert opportunities into business
- ✓ Problem solving ability
- ✓ Customer Service Orientation

### Personal

- ✓ Organized, able to work under pressure and meet deadlines
- ✓ Good written and verbal skills
- ✓ Motivated with a positive attitude
- ✓ Eager to learn new things

## ACADEMIC QUALIFICATIONS

### Symbiosis Centre for Distance Learning, Pune, India

Post Graduate Diploma in Business Administration in Financial Management [2003 – 2005]

### Mahatma Gandhi University, Kerala, India

Bachelor of Commerce [1995 – 1998]

## COMPUTER PROFICIENCY

- ✓ Working knowledge of Oracle Flexcube banking software
- ✓ Knowledge of MS Office and Tally accounting software
- ✓ Ability to use Lotus Notes for email communication and Internet

## PERSONAL INFORMATION

- ✓ Gender and Date of Birth – Male, 27th November, 1976
- ✓ Religion and Community – Syrian Christian, Mar Thoma
- ✓ Marital Status – Married
- ✓ Blood Group – B Negative
- ✓ Height and Weight – 175cms, 70 kgs.
- ✓ Present place of stay – Cochin, Kerala

### **EXTRA CURRICULAR ACTIVITIES AND INTERESTS**

Listening to music, Reading, Driving

### **REFERENCES**

Available on request

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