



Varsha Saini

Deputy manager

Bur Dubai

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Objective

Dedicated and experienced Retail Banker with over 5 years of proven success in providing exceptional customer service and financial solutions. Skilled in building and maintaining client relationships, processing transactions accurately, and promoting various banking products and services. Adept at analyzing financial data, identifying customer needs, and recommending appropriate solutions to meet their goals. Excellent communication and interpersonal skills, with a strong attention to detail and a commitment to delivering high-quality service.

Experience

- Yes bank** May 2024 - November 2024
Deputy manager
Undertakes acquisition of revenue products - Cross sell of Life Insurance products, MF, Trade/FX, Assets products. Maintaining good relationship with the customers through regular connects and prompt redressal of any queries. acquiring new customers for a bank's current and savings accounts, and maintaining relationships with existing customers.
Find potential customers and contact them through various channels.
Explain the features and benefits of the bank's current and savings products.
Ensure that customers are satisfied with the bank's services and maintain long-term relationships with them.
Ensure complete adherence to KYC and other internal guidelines
- DCB bank** October 2023 - May 2024
Assistant manager
Develop a network of contacts to attract new customers, research new market opportunities and overseas growth projects
Calling existing branch portfolio for reference and new business. Process gold loan in system.
Activities, cold calling for new customers.
- Kotak mahindra bank** March 2022 - August 2023
Assistant manager
Assist customer with gold loan
Process gold loan in system
Received positive feedback from customer as well.
Loan processing, managed end to end gloan processing activities, including customer application, verification, documentation, and disbursement of loan. ✓ Follow up with the customer for timely interest collection.
repayment and reduce NPA to zero.
- Muthoot fincorp** January 2020 - February 2022
Customer service executive
Guided Customer with gold loan, insurance & health guard Explaining company policy including paper work.
Qualified champion in insurance in months
Calculation of gold valuation, pledged by customer
Cashier, operation assist Gold appraiser.
Build and maintain strong relationship with existing and potential customers.

Education

- **The divine image college**
Becholders of commerce
70.83

2016- 2019

Skills

- communication, teamwork, •problem-solving, critical thinking, •time management •communication skills, both verbal and written.

Languages

- Hindi
- English
- Marathi

Achievements & Awards

- Gold Rush Contest 2022 Gold Rush Contest 2022 Win Trophys & awards for achieving highest Target in Pan india in month Of December January February & March

I hereby declare that all the information given above is true and correct to the best of my knowledge.