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Location – Bengaluru, India

Core Competencies

Business Analysis

Solution Consulting

Team Building & Leadership

Requirements Gathering

Financial Basics

Excellent Communication Skills

Yashi Srivastava

Assistant Manager – Financial Analyst

Maintains focus on achieving bottom-line results while formulating innovative solutions and business emerging transformation trends to meet the diversity of needs. Possess a large spectrum of experience in financial markets, corporate finance and treasury can undertake difficult mandates and meet tight deadlines.

Profile Summary

- Record of successful **Business Integration, translating business strategies into profits commensurate with the best interests of various Clients.**
- Was instrumental in **increasing corporate client density across all locations of India, from year 2019-2020 as Corporate Manager in “YES BANK”.**
- Hands-on experience in **Relationship Building, Resource Utilization, performed various activities and planning for onboarded corporates and D.SA’s.**
- Incisive acumen in managing the **Estimates, Portfolio Management, Product Knowledge, Resource Allocation** to ensure customer deadlines are met within projected timelines.
- Appreciated for ensuring Quality product delivery to Clients on schedule using **Good Communication, Relationship Practices and Ensuring Continuous Improvement on various Banking products and services.**
- Leveraging strengths in innovation and creative problem solving to identify new opportunities deepen existing relationships and satisfy Company’s objective.

Organizational Experience

Mar’19 – Now ---- Corporate Manager at Yes Bank, Bengaluru

- **KYC Compliance as per Bank’s Policy** relating to new customer research and account analysis to ensure compliance.
- Acquisition, handling and maintain relationship with Key Corporates like Microsoft, E&Y and JP Morgan etc.
- Helping Clients to create their portfolio by convincing them to invest in various kinds of Bank’s products like Mutual Funds, Fixed Deposits, Insurance, Credit Cards, etc.

Jul’18 – Mar’19 ---- Relationship Manager at India Infoline Financial Services Ltd., Bengaluru

- **Analysis of KYC documents** to verify information and also ensuring that the new customers are not high-risk customers.
- Monitored and analyzed Key Performance Indicators (KPI) and financial ratios.
- Analyzed pricing and sales of all Business Products.
- **Creation of loan proposal** and representing that to RCM (Regional Credit Manger) and RSM (Regional Sales Manager).

About Me

Rigorous, Positive, Good Problem Solver, Autonomous, Persistent, Adaptable, Passion driven

Education

PGDM in Finance (Jul'16 – May'18) @ IFIM Business School, Bengaluru

M.Com (Jul'14 – May'16) @ Deen Dayal Upadhyay Gorakhpur University, UP

B.Com (Apr'12 – Apr'14) @ Deen Dayal Upadhyay Gorakhpur University, UP

Languages known

English (Native or Bilingual Proficiency)

Hindi (Native or Bilingual Proficiency)

- Maintaining relationship with corporate **direct sales associate like Andromeda, Rubique etc., which have presence in PAN India**, also conducting training programs and activities.
- Business development through hiring of IRM's (Independent Relationship Manager).
- **Generation of legal and technical approval reports** necessary for disbursement of Loan proposal.

Jan'18 – May'18 ----- Logo Info soft (INTERNSHIP)

- **Worked on ERP software "JUGNU"** which is related to filling of GST for small and medium size vendors.
- **Co-ordinating with head office team, Turkey** for the customization of software which was already existing there as **JAGUAR** for making it more user-friendly for the Indian vendors.
- Reports generation related to **Purchase Order, Sales Order, Budgeting** from the software to help the associated Vendors.
- **Providing solutioning, demo and consultation** to new as well as existing clients / customers of the company.
- Worked on **CRM** portal of the software which was related to Customer relationship handling as well as Database management.

Achievements

- Taught underprivileged children under "Shiksha Aadhar" planned various activities for them to enhance their co-curricular activities.
- Was part of Entrepreneurship -cell of "IFIM Business School" wherein I took a lot of initiatives like hosting the International convergence, Kanyathon (5km Marathon for saving the girl child), doing various kinds of marketing activities and helping my college to generate revenue.
- Represented college in National Level Fest "UNMAAD" in various events at INDIAN INSTITUTE OF MANAGEMENT, BENGALURU.

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

Yashi Srivastava
Bengaluru