

Abhishek Pandey

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Business Analysis | Product Management | Trade Finance | Cash Management | Client Relationship

Master-level educated Mathematics and Financial Sales Professional with a broad set of skills applicable across different sectors and roles. Having a progressive 4 years' experience in Transaction Banking Department, can deal with large business companies, financial institution and Public institutions, performing well in high-pressure, Position as a Product Manager entails product development, marketing, driving product profitability competitive environments. Enthusiastic achiever with a solid background in promoting financial products and services combined with outstanding academic results.

PROFESSIONAL EXPERIENCE

Product Manager - Transaction Banking Group
ICICI Bank Limited, Mumbai, Maharashtra, India

April' 2019 – Present

- Own and drive product roadmap for given domain to meet business goals, and achieve key performance indicators.
- Analyze quantitative and qualitative customer feedback, and funnel metrics to inform product strategy and pipeline development.
- Ability to evaluate potential business opportunities, structure the team's thinking, and reach insightful answers.
- Provide new product ideas and ideas related to process improvement and also share market intelligence with the internal stakeholders.
- Develop and nurture collaborative working relationships with key internal partners including business teams, various product teams, and enterprise technology organizations.
- Document clear user stories and acceptance criteria to collaborate, direct, and inform Design and Technology resources in quick sprint increments.
- Translate between business requirements and technology specifications – in both directions: top-down and bottom-up.
- Oversee and coordinate the delivery and launch of platform that enable clients and partner product teams to succeed and drive revenue for the enterprise.

Accounts Manager - Transaction Banking Group
ICICI Bank Limited

April' 2017 – March' 2019

- Analyzing business requirement of corporate customer for securing AD1 businesses, viz., Capital Account, PEM or structured Trade Finance requirement.
- Sourcing new corporate relationships for the bank for Working Capital Limits, Bank Line business, Cash Management Services, etc.
- Securing mandates for managing cash management services from corporate and government banking clients, viz., Payments and Collection solutions, E-Tendering Services, Escrow services, Tax and Dividend Mandates to improve low cast deposits (CASA) from the client relationships.
- Working hand-in-hand with the Sales & Relationship Team(s) for exploring the Cash Management opportunities within the existing client base and new target clientele/segments.
- Driving fees and CASA by increasing offering of CMS and facilitating branches on the product.

- Have clear knowledge of all CMS products on both Collection and Payment for products like e-Collection, Cash Solutions, H2H Payment Solutions, Tax, API banking, Payment Gateway, Escrow banking, connecting banking and all Digitally enable CMS products.

CORE COMPETENCIES AND ACHIEVEMENTS

- **Financial Markets Sales Expert.** Succeeded as Accounts Manager, managing all aspects of financial markets sales. Exceptional abilities to forge new client relationships while developing and maintaining existing ones and to source new corporate relationships for the bank for Working Capital Limits, Bank Line business, Cash Management Services, etc.
- **Proven Success in Market.** Working in tandem with different hierarchies/verticals at client space for identifying business opportunities for increasing wallet share, offering new/customized products and generating revenues in terms of fee, current account balances and forex income. Liaisoning with various groups in the bank such as Credit, Treasury, Product, Compliance, Operations and Legal for rendering the best possible business solutions to the client.
- **Winner of Multiple Awards. Highest LCBD outstanding (700.0million)** Award for outstanding Performance and Customer service to clients (NYU 2018). Highest LCBD activation (NYU 2019). Top 5 performer under North Zone - India Award for outstanding performer (NYU 2019).
- **Dynamic Communicator and Stellar Negotiator.** Negotiated and closed numerous high-value deals. Visited 10 states within the countries, being exposed to a variety of cultures. Fluent in English and Hindi.
- **Community Involvement.** Engaged in numerous fund raising initiatives, effectively communicating with charities, sponsors, donors, volunteers and other stakeholders.
- **Systems Utilization and Technology Skills.** Proficient use of Windows and Mac operating systems, well versed with MS Office Suite (Word, Excel, PowerPoint).

EDUCATION AND TRAINING

Manipal University, Bangalore, Karnataka, India -
PGDB. Courses in Banking (August 2016 – July 2017)

Nilamber Pitamber University, Medininagar, Jharkhand, India -
M.Sc. Courses in Mathematics (September 2013 – August 2015)

G.L.A College, Medininagar, Jharkhand, India -
B.Sc. Courses in Mathematics (September 2010 – August 2013)