



Vaibhav Anand

+91-8700875415

vanand96@gmail.com

Educational Credentials

Masters in Business Administration

(Major- Marketing and Minor- International Business) - 2018

Gitarattan International Business School
IP University, Delhi

B.Tech. Information Technology - 2016

Maharaja Agrasen Institute of Technology
IP University, Delhi

Software Knowledge

Finacle	————○
Microsoft Word	————○
Ms Power Point	————○
Microsoft Excel	————○

Work Experience

Assistant Manager (NRI) | Axis Bank Ltd, Axis House Noida | February 2023 - Present

Core Responsibilities:

- Spearheading the acquisition of NRI clients and foreign nationals, contributing to the expansion of the bank's international clientele.
- Providing exemplary services and tailored solutions to NRI clients, ensuring their unique financial needs are met with precision.
- Managing relationships with clients from diverse parts of the world, excluding blacklisted countries, and maintaining a high level of customer satisfaction.

Cross-Sell Responsibilities:

- Leveraging certification as an investment banker to offer clients optimal investment solutions, emphasizing risk mitigation and fund diversification.
- Collaborating with clients to identify their financial goals and customizing investment strategies to align with their individual risk tolerance and preferences.
- Successfully cross-selling investment products and services, contributing to increased revenue and client portfolio growth.

Skills Acquired:

- NRI Client Acquisition
- International Banking
- Cross-Cultural Communication
- Investment Banking
- Risk Mitigation & Diversification
- Relationship Management
- Sales Target Achievement



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Masters | Intern, MMTC Agro Division | 2017

- Specialized in international business and logistics during the internship at MMTC Agro Division.
- Acquired hands-on experience in contract making and understanding Incoterms.
- Gained insights into the intricacies of international trade and actively contributed to identifying and rectifying flaws in contracts.

Skills Acquired:

- *International Business and Logistics*
- *Contract Making*
- *Incoterms Knowledge:*
- *Problem-Solving*
- *Collaboration*
- *Trade Insight*
- *Project Execution*

Bachelors | Intern, MMTC Networking and Security | 2014

- Internship focused on networking and security at MMTC.
- Developed a comprehensive understanding of how networks and data security are managed in main servers and cold data storage sites.
- Applied theoretical knowledge to real-world scenarios, actively participating in the implementation and maintenance of network security measures.

Skills Acquired:

- *Networking Knowledge*
- *Data Security*
- *Server Management*
- *Real-world Application*
- *Implementation Skills*
- *Problem-Solving*
- *Adaptability*