

# **CURRICULAM VITAE**

## **Vishal Kumar Sharma**

MBA (Finance)  
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### **Career Objective**

To obtain a position that challenges me and provides me the opportunity to reach my full potential professionally and personally utilizing my abilities and years of experience in your organization that is progressive intellectually and technically and one which practices collaborative leadership, integrity and honesty. My goal is to become a valued asset for the organization.

### **Strengths**

- ☞ Self-Motivated & Enthusiastic.
- ☞ Ability to Work Autonomously as well as Good Team Player.
- ☞ Quick Learner, Adaptability & Positive Attitude & Handling the pressure situation.
- ☞ Creating a good industrial relation.
- ☞ Transparent, Open & Supportive.

### **Academic Profile**

- ❖ MBA from Galgotias Institute of Management & Technology Gautam Buddha Nagar with Dual specialization as Finance and Marketing in 2022.
- ❖ B. Com (Hons) from Lucknow University in 2019.
- ❖ Intermediate from I.C.S.E Board in 2016.
- ❖ Highschool from I.C.S.C Board in 2014.

### **Professional Skills**

MS Excel, MS Office, MS Word, Power Point and MS- Window, Tally.

### **Internship**

#### **Anvika Corporate Consultants Pvt Ltd.**

**Jan'22-Jun'2022**

Responsible for monitoring all financial data, preparing accurate statements, and ensuring compliance with legal regulations.

- Gather and monitor financial data (e.g. sales revenues and liabilities)
- Prepare monthly, quarterly and annual statements (balance sheets and income statements)
- Forecast costs and revenues
- Organize internal audits
- Monitor and report on accounting discrepancies

- Consolidation of Annual budgets from various BU's
- Revenue Reconciliation and consolidation on monthly basis
- Conduct detailed risk analyses to assess potential investments
- Perform month-end and year-end close processes.
- Performed variance analysis in relation to sales and expenses between budget and actual to identify key areas of variance and reasons thereof.

## **Professional Experience**

### **ICICI Bank Ltd.**

**Jul'22- Jul'23**

#### **DESIGNATION: Relationship Manager**

- To perform end to end KYC check for onboarding customers
- Verification of customer information as per RBI's guideline.
- Conduct account investigations.
- Authenticate the documents, does a liveness check along with establishing the location of the person.
- Audit and analyze customer's video KYC verification process.
- Review documents for new customer's accounts.
- Help the customer to provide them with a better understanding of product features
- Technical access to the systems and maintaining the MIS and generating leads with assistance of my team and support
- Help the technical knowledge for the disbursement of loan from checking loan account statement of the existing customers like CIBIL score, DPD etc.
- Responsible for relieving the sanction letter to the dealership of car for vehicle delivery to the customers.
- Demonstrated general understanding of various sources of information or data relevant to AML compliance.
- Compiled documentation and evidence, collected data, and developed initial and ongoing reports of investigations.
- Drafted and updated AML policies and procedures to ensure compliance with regulatory requirements

### **SBI LIFE**

**Aug'23 - Present**

#### **DESIGNATION: Business Development Manager**

- Achieving unit business goals through quality recruitment and training of Insurance Advisors (IA).
- Develop business segments as per company strategy with compliance.
- Business should be of very good quality and should not be detrimental to the interests of the Company.

- To recruit a team of Insurance Advisors of very high quality and standards as per the corporate strategy.
- To ensure and maintain levels of productivity as prescribed.
- To focus on and develop various business segments as per the sales strategy.
- To train IAs with the help of the L& D team.
- To ensure that there are no unethical business practices by his / her Insurance Advisors.
- To ensure that there is no anti-selection against the Company and that the Company is not put to any financial loss due to poor quality of selection of lives either directly or through his/her team of Insurance Advisors.
- To ensure a high standard of quality of sales, very good quality of lives to be insured, and very good quality of Insurance Advisors.
- Adherence to the Sales Quality policy of the company.
- The UM is responsible for the Quality of business sourced by his team as defined in the Sales Quality Policy, as amended from time to time.

### **Key Skills:**

Sales Invoice, Journal Entry, Credit & Debit Note, Performa Invoice, Accounts Receivable, V lookup, X lookup, Indexing, Pivot Table, Average, Hyperlink, sum if, count if custom sort & filter.  
(Create, Select, and Insert, Update & Delete).

### **Personal Details**

Father's Name : Virender Kumar Sharma  
Date of Birth : 15 August 1998  
Languages Known : English, Hindi  
Marital Status : Single  
Hobbies : Travelling and Playing Cricket