

# PRINCE KUMAR

## Relationship Manager -Strategic Alliances and Lending Partners

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Dynamic Team leader with 2 plus years of experience and a strong background playing a vital role in the development, management, growth and retention of key accounts for the organizations. Service-centric leader dedicated to fueling revenues, enhancing client experience and achieving top brand loyalty. Highly adept in performing within high-pressure and deadline-driven environments.



### Skills

Microsoft Excel  
Customer Relationship Management (CRM)  
Core Banking Solution (CBS)  
Relationship building and retention  
Business Development  
Sales negotiation



### Work History

- 2021 10 - 2022-09
- **Relationship Manager - Strategic Alliances and partnership (Operations)**  
Paisagrowth, Gurugram, Haryana
    - Pan India handling of Dsa teams.
    - Working in corporate office deals with personal loan and business loan.
    - Dealing with NBFC and Banks
    - Training Of Dsa and Employees
    - Maintaining of Mis report of daily work of the team.
    - Maintains coordination of internal team with dsa and lenders.
    - Worked with drive and determination to consistently exceed targets leading by example to motivate high achieving teams.
    - Initiated target strategies to achieve sales and profit goals with management team.
    - Team Leader of operation team.

2019-02 -  
2020-06

## Relationship Executive

Muthoot Finance Ltd, Yamuna Vihar, New Delhi

- Maintained extensive knowledge of company products and services to provide top notch expertise to customers.
- Driving towards client's delight and ensuring smooth rendering of services.
- Meeting with leads for company presentation.
- Handling inner operations of the organization.
- Designed plans to improve operations and suggested changes to systems for overall organization.
- Checking of gold ornaments and giving estimate value of loan to the customers.
- Handling of cash and gold locker.
- Handling of CBS and CRM in system.
- Doing cross selling of other products of insurances.

2017-05 -  
2017-06

## TRAINING / INTERNSHIP

Indepay Networks Pvt. Ltd, Gurugram, Haryana

- Part of sales and distribution team.
- Working with back end team.



## Education

2015-07 -  
2018-05

### BBA: Financial services and markets

University of Petroleum And Energy Studies - Dehradun

Graduated with 67.40 %

2014-04 -  
2015-03

### Class 12

G.S LAL COLLEGE - BIHAR

Percentage: 65.20

2011-04 -  
2012-03

### Class 10

Delhi Public School - Jaipur

CGPA: 7.2



## Languages

English

Excellent

Hindi

Excellent

