

# LAKSHAYDEEP SINGH BAINS

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DYNAMIC MBA GRADUATE | STRATEGIC THINKER | RESULTS-DRIVEN PROFESSIONAL

Accomplished Deputy Manager (VRM) at HDFC Bank with expertise in enhancing client relationships and promoting financial products through virtual channels. Former Senior Relationship Manager at Travorbit Global Pvt Ltd, renowned for exceeding client needs and leading teams to drive revenue growth through strategic planning and collaboration.

## WORK EXPERIENCE

### HDFC Bank (Oct 2023 - June 2024) | Deputy Manager Preferred Banking Relationship Manager

Responsible for managing and growing relationships with high-net-worth clients by offering a range of financial products, including loans, CASA (Current Account & Savings Account), mutual funds, insurance, and credit cards. Ensures personalized banking solutions, customer satisfaction, and business growth through strategic financial planning and cross-selling.

### Travorbit Global Pvt Ltd (Nov 2021 - Sep 2023) | Senior Relationship Manager (B2C)

Dynamic Senior Relationship Manager adept at nurturing key client portfolios, driving engagement, retention, and revenue growth through strategic planning, exceptional communication, and cross-functional collaboration at Travorbit Global Pvt Ltd.

### Wellcom Infocom Digital LLP (July 2019- Oct 2021) | Relationship Manager

Proactively managed client accounts, fostering strong connections and exceeding targets by delivering personalized financial solutions and strategic advisory as a Relationship Manager in the Bandhan Bank Process at Wellcom Infocom LLP.

## SKILLS

- Effective Time Management
- Creative Problem-Solving
- Active Listening
- Efficiency Under Pressure
- Critical Thinking
- Talented Customer Services

## EDUCATION

### Master's of Business Administration in International Business and Marketing

Bharti Vidyapeeth (2018-2020)

### Bachelor of Business Administration

Vivekanand Institute of Professional Studies (2014-2018)

## INTERESTS

- Simulation Design
- Travelling
- Listening Music
- International Affairs
- Particulate Matters
- Cricket

## LANGUAGE

- English
- Hindi
- Punjabi