

Shubham Sengar

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Profile

I marked the beginning of my career as a young mortgage professional. During the initial phase, I worked on understanding the market trends amid Covid times and behavioral aspects of the customer through different product offerings. Now, I have analyzed my interest area and would like to evolve further by adding the required skill set and exploring new roles and responsibilities.

Professional Experience

Home Loan Manager at Godrej Capital, New Delhi

December 2023 – Present

- Builder onboarding for APF through legal and technical search, Prob search, RERA documentation validating.
- Business development through channel creation of connector and DSA.
- Serve as the thought leader for sales regarding product requirements, selling trends, competitive landscape, marketing programs and communication.
- Fraud detection and prevention, KYC analysis (CDD, EDD), AML, PEP monitoring.
- Risk rating of customer by credit bureaus check.

Territory Manager at IDFC First Bank Limited, New Delhi

June 2022 – December 2023

- Risk & underwriting analysis of customer through KYC process of (CIP, CDD, EDD).
- Collaborate with cross functional teams to investigate the customers background and document verification.
- Risk rating evaluation of the customer through financials of customer's, collateral valuation through technical valuation and legal verification of customer's and collateral to avoid profile funding and money laundering.
- Transaction monitoring, technical valuation check, Legal reporting of TSR search.
- Vendor management for RCU search, technical report, legal verification
- Experienced in team handling role. (TL and Associates)

Summer Intern at Bridge Group Solutions, Gurugram

Feb 2021 – Jun 2021 (5 Months)

Project: Business Development for Max Life Insurance

Sengar Hotel – Family Business, Madha Pradesh

About: An authentic food restaurant at Guna, Madha Pradesh

Academics

- **PGPM, ICFAI Business School, Gurgaon**
2020-2022
- **Internal Business (BBA), Amity University, Noida**
2016-2019
- **Vandana convent school, Guna, Schooling**

Courses

- BFSI – Manipal in collaboration with IDFC First Bank Ltd.
- Anti Money Laundering – IDFC Bank Ltd.
- Digital Marketing - Internshala

Technical Skills

- Through knowledge of APF process
- Hands-on experience on salesforce CRM
- Microsoft Excel, PowerPoint and word.

Additional Projects

- Work force management with Ruchi Soya
- Product analysis of Nestle India
- Done STP analysis and market research on Patanjali

Achievements and Cocurricular

- Awarded best RM twice at IDFC First Bank for two consecutive months.
- Multiple new project APF.

Interests and Hobbies

- Volleyball
- Cricket
- Cooking

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Location: Delhi NCR

