

# PRKHAR AGARWAL

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## PERSONAL STATEMENT

Driven and results-oriented professional with over **5 years of experience in Banking, Operations & Marketing**. Possess a strong track record of delivering exceptional results. Eager to utilize my extensive skills and expertise to thrive in a fast-paced and demanding workplace. Committed to maximizing my contributions and advancing my career within the industry.

## CORE QUALIFICATIONS

#Credit Analysis #Operations Management #Product Marketing #Mortgage Lending #Problem Solving  
#Consumer Relations #Financial Analysis #New Business Development #Project Management  
#Microsoft Office #Communication #Strategic Planning #Leadership #AML/KYC #Transaction  
Monitoring #Regulatory Compliance #Audit & Reporting

## EDUCATION

*Marketing & Finance / PGDM  
Asian Business School-  
2020 – 2022 Noida*

*Commerce / B.COM  
Lucknow University, Lucknow  
2017 –2020 Lucknow*

## WORK EXPERIENCE

**Position- Project manager**

**Company- Aura Advertising Co. LLC**

**Duration- 08/2024 – present UAE**

- Negotiations done over prices with clients.
- Daily progress report on site signage installation.
- Oversaw the crew who installed the site's signage.
- Daily updates and conversations with the client during

the project's duration.

- Work closely with Purchasing team to track and validate Raw Material trends for both Market Price and Paid Price at commodity level effectively and timely.
- Evaluate business cases for Vendor tooling and payback calculation.
- Ensure the (monthly/ planning scenarios) consolidation and reporting is done timely and accurately.
- Coordinate for Cost reduction program for Purchasing function.

**Position- Assistant Manager**

**Company- HDFC Bank Ltd**

**Duration- 08/2022 – 04/2024 Delhi**

- Successfully engaged with walk-in customers, effectively identifying their specific needs and tailoring optimal solutions.
- Skillfully managed objections and consistently delivered on customer commitments within designated timeframes.
- Conducted thorough assessments of customers' ability and intention to repay loans in the future.
- Efficiently collected, checked, and analyzed necessary documents for loan processing.
- Oversaw the entire loan application process, from initial receipt or acceptance of loan offer to disbursement of loan proceeds.
- Ensure the (monthly/ planning scenarios) consolidation and reporting is done timely and accurately.
- Provided exceptional post-disbursement services, ensuring customer satisfaction until loan was fully prepaid.
- Conducted comprehensive product briefings for new customers, ensuring their understanding and confidence in the product.
- Proactively implemented strategies to retain existing customers, fostering long-term relationships.
- Transaction Monitoring, Risk Assessment, Regulatory Compliance, Audit & Reporting.
- Adhere to and comply with all applicable, federal and state laws, regulations and guidance, including those related to AML (Anti-Money Laundering) and Know Your Customer (KYC), as well as adhering to company policies and procedures and client requirements.

**Position- Corporate Sales Manager**

**Company- PAYED**

**Duration- 08/2021 – 07/2022 Delhi**

- Drove sales in the region for Offline sales, achieving exceptional results.
- Successfully onboarded clients in the F&B, Beauty, and Health Space, expanding the customer base.
- Collaborated with existing and new clients to drive sales and exceed targets.
- Demonstrated strong skills in client relationship management and new business development.
- Ensured the timely and accurate generation of management information system (MIS) reports.
- Acquired new clients and provided ongoing support in account management to maximize customer satisfaction.
- Verifying the records of KYC's of onboarded clients.

**Position- Senior Associate (Operations)**

**Company- SB Enterprises**

**Duration- 01/2018 – 01/20220 Lucknow**

- Delivered expert career counseling and impactful career development sessions to students
- Collaborated closely with students to identify and address their individual career goals and aspirations
- Facilitated interactive mock interviews and workshops, enhancing students' interview skills and job preparedness
- Proactively reached out to parents to provide comprehensive future and career counseling for their children
- Meticulously maintained a comprehensive student academic records' database.

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**PERSONAL DETAILS**

Date of Birth:	08 <sup>th</sup> Aug 1998
Languages Known:	English and Hindi
Marital Status:	Single