

CURRICULUM VITAE

CHETAN KUMAR CHATURVEDI

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CAREER OBJECTIVE

To associate with a professionally managed organization where I can effectively utilize my **extensive experience in banking, finance, and B2B relationship management**, contribute to organizational growth, and continuously enhance my professional skills through challenging assignments.

Third Unicorn Pvt. Ltd.

Designation: Key Account Manager

Duration: 05 September 2024 – 02 July 2025

Responsibilities:

- Managed B2B relationships with **healthcare professionals, including doctors**
- Engaged new doctors to understand and fulfil their **business financing requirements**
- Expanded the **B2B client base**, contributing to increased market share in healthcare finance
- Managed centre teams to achieve **business growth targets**

Save In Fintech Pvt. Ltd.

Designation: Business Development Executive

Duration: 01 June 2023 – 05 September 2024

Responsibilities:

- Conducted B2B sales targeting **doctors and gym owners**, offering customized financial solutions
- Built and maintained a strong **sales pipeline** through regular field visits
- Played a key role in developing **retail and institutional finance segments** in healthcare and wellness sectors

Quess Corp Limited (*Subsidiary of Axis Bank*)

Designation: Relationship Officer

Duration: 03 December 2019 – 14 July 2020

Responsibilities:

- Acquired new customers for **Axis Bank Home Loans**
- Supported Sales Manager in joint promotions for customer acquisition
- Developed retail market segments to maximize business volume

Indusind Bank Ltd.

Designation: Acquisition Manager

Duration: 19 May 2014 – 05 April 2017

Responsibilities:

- Acquired customers for **Credit Cards and Personal Loans**
- Assisted sales leadership in joint promotional activities
- Strengthened retail market penetration and business share

Achievements:

- Received **Zonal Head Appreciation & Trophy** (January 2017) for highest credit card acquisitions
- Awarded **National Head Appreciation Certificates** (January, March & December 2015)

MIS Outsourcing Pvt. Ltd. (*Division of M&M Ltd., FES Swaraj Division*)

Designation: Retail Manager

Duration: 11 March 2012 – 15 June 2013

Responsibilities:

- Established local tie-ups with **banks and financial institutions** for tractor finance
- Coordinated meetings between FI teams and sales teams to improve conversion ratios
- Organized dealer awareness programs and training sessions
- Provided MIS reports on **market share and competitor activity**
- Ensured availability of **inventory funding and trade advances**
- Monitored performance of finance schemes

Achievement:

Received **increment within first six months** for strong performance

Info Com Network Ltd.

Designation: Sales Executive

Duration: December 2011 – March 2012

Responsibilities:

- Handled SME clients for online marketing solutions
- Promoted digital products and services
- Maintained customer relationships and achieved monthly targets

Kotak Mahindra Bank Ltd.

Designation: Assistant Manager

Duration: October 2007 – December 2010

Responsibilities:

- Managed **HNI customers** for CASA, FD, and investment products
- Achieved monthly business targets consistently
- Strengthened long-term customer relationships

Achievements:

- Achieved sales targets every month
- Secured **2nd position (PAN India)** in “GO CASA” contest Earned **Achiever Level Status** and National Head recognition

Centurion Bank of Punjab Ltd.

Designation: Universal Banking Officer

Duration: April 2006 – July 2007

Responsibilities:

- Acquired customers for credit cards
- Supported joint promotions with team leaders
- Expanded retail customer base

Standard Chartered Bank (DST)

Designation: Senior Sales Officer

Duration: April 2003 – March 2006

Responsibilities:

- Promoted Standard Chartered Credit Cards across corporate, government, and PSU segments
- Handled **Category A & B corporate clients** for premium card promotions
- Cross-sold personal loans, home loans, and accounts
- Built strong brand awareness for banking products

Achievements:

- Promoted to **Senior Sales Officer** within first year
- Achieved **110% target (March 2004)** and **150% targets (March & April 2005)**

EDUCATIONAL QUALIFICATIONS

- **B.Com.** – University of Rajasthan (1999–2000)

IT PROFICIENCY

- Diploma in Computer Applications
- MS Word, Excel, MS Office
- Tally (4.5), FoxPro, C
- PageMaker, CorelDraw

PERSONAL DETAILS

- **Father's Name:** Shri Dinesh Chandra Chaturvedi
- **Date of Birth:** 26 April 1980
- **Marital Status:** Married
- **Languages Known:** English, Hindi

Place: Jaipur

Date: _____

(CHETAN KUMAR CHATURVEDI)

