



# Abir Negi

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A Management Professional with 6+ years of experience across diverse domains of Corporate Banking, Trade Finance & International Affairs. Pragmatic view, execution ability, and keen interest in disruptive trends. An effective orator who analyses business problems and adds value to the growth of the organization. Takes ownership of projects from beginning to end.

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## Skills

Alliances & Partnerships • Business Drivers Analysis • Channel Management • Client Acquisition • Corporate Banking • Credit Analysis • Financial Analysis • Financial Management • Trade Finance • International Affairs • Market Sensing • Revenue Management • Strategic Negotiation • Supply Chain Finance • Software Proficiency with MS Office • RLOS • CLOS • CRM • Power BI • R • OMNIDOCs • GENESYS • FINNONE • FINACLE • Certification in Advanced Excel from NIIT •

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## Experience

MAY 2024 – PRESENT

**Manager – Corporate Relations & Alliances / True Assets Development Pvt Ltd, Delhi-NCR**

- Led corporate, banking & NBFC partnerships for credit facilities such as Working capital demand loan, short term loan, Business loan, CLOF & supply chain financing etc.
- Responsible for reviewing sanction letters, vetting of draft documents, execution of facility documents (Fleet Financing/PID/SID/Term Loans/WC/Channel Financing etc.)
- Grew the lending partnership base 3x times. In addition to launching new partners, the role entails managing existing lending partnerships and driving partner growth by launching multiple sub-products
- Increased loan volumes by 30% by launching new lending partners within a quarter and with healthy margins
- Worked on several transactions including equity funding, term loans, working capital financing, and trade financing
- Credit analysis of SMEs, MSMEs & Large Corporates including detailed financial study and CMA preparation
- Assessment of proposals, Scrutiny of Financial & KYC Documents & Preparation of Bank Credit Proposal
- Develop trust relationships with a portfolio of major partners to ensure business expectations are met & scaled
- Ensure bespoke products and services are delivered to partners in a timely manner
- Serve as the link of communication between key partners and internal teams
- Play an integral part in generating new business that will turn into long-lasting relationships

JUNE 2020 – MAY 2023

**Deputy Manager / ICICI Bank Ltd, Delhi, India**

- Subject Matter Expert (SME) of ICICI Bank's auto loan portfolio
- Led customer relationship management for the Delhi NCR region, exceeding customer expectations through personalized consultations, focused on customer success and customer loyalty through building close and long-term customer relationships
- Achieved outstanding performance awards (Aug & Nov 2021) by resolving customer escalations effectively and created solutions to mitigate customer query within 24 hours ensuring a 95% satisfaction
- Managed and onboarded key stakeholders for finance servicing and ensured strict compliance
- Generated monthly progress reports, analysing achievements against set targets and streamlining operational efficiency including bank financials, conversion quality, customer service and agency's performance
- Maintained accurate and organized customer records using advance excel skills ensuring efficient knowledge management
- Leveraged CRM and cloud-based data analysis tools (FINNONE, FINACLE, I-VIEW) to optimize customer service and agency performance

MARCH 2017 – AUGUST 2019

**Executive – International Affairs / The Associated Chambers of Commerce and Industry of India (ASSOCHAM), Delhi, India**

- Represented as the front-end of ASSOCHAM globally, provided international business development opportunities to foster international trade and investments for industry members
- Planned, Executed, and Analyzed overseas Market Access Initiative (MAI) schemes events under the Ministry of Commerce, Government of India
- Successfully conducted 3 international exhibitions under MAI Schemes globally and created path-breaking solutions to transform client's businesses and facilitating international sales for industry members
- Conducted market research both domestically and internationally to identify trends, competitive landscape, and customer needs for industry members
- Execution of Joint Chamber Head of State Business Forums and acted as a liaison with Ministry of External Affairs, GOI (Economic Diplomacy division) to gather market requirements and promote international trade
- Organized various High-Profile Conferences and Forums, including Head of state and International Delegations

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## Education

Degree	Institute	Year
Post-Graduate Program in Management	SOIL Institute of Management	2023-24
Post-Graduation Diploma in Banking & Finance (Trade Finance)	Manipal Academy of Higher Education, Bangalore	2019-20
Bachelors in Commerce (Hons)	Satyawati College, Delhi University	2013-16

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## **Achievements/ Accomplishments**

- State-Level Swimmer: Represented State, District, and Zonal competitions from 2001-2013
- State-Level Cricketer (Under-16): Represented Delhi & District Cricket Association from 2009–11
- State-Level Cricketer (Under-19): Represented Delhi & District Cricket Association from 2011-13
- North Zone Badminton Champions (2013)
- Inter college champions (Cricket) Delhi University 2013-14

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## **Activities**

Cricket • Swimming • Badminton • Athletics • Travel •