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Varun Surolia

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Dubai, UAE

**SUMMARY**

* 6 years of experience in sales, team management, business acumen and developing growth strategies.
* MBA (Finance & Marketing Management) & B.Com.
* Certified data scientist from KPMG. Skills acquired - Tableau, Power BI, Alteryx, R, and SQL.
* Key strengths: Diligent, Problem solver, Data driven.

**WORK EXPERIENCE**

**Yes Bank Ltd,** Relationship Leader,Delhi-NCR May’18 – Jul’21

My key responsible for cross sell vertical and open market with team for acquiring home loan business includes:

* Managing 15 branches that are mapped with me.
* Team handling with team size of 8 with help of ADM, CRP’s and BRP’s for leads generation.
* Lead management and ensuring after sales service to fulfill customers’ requirements.
* Acquiring new sources of business i.e. builders, corporates and brokers and mapping them to my team.
* Adhering to compliance and due diligence as per regulatory norms.
* Performing APF’s of new and existing builder projects to get multiple business opportunities under one roof.
* Preparing and blending sales data using Alteryx to create sales reports.
* Creating insightful dashboard using Power BI/Tableau for the stakeholders for informed decision making.
* Coaching and mentoring team on market updates, bank policies and continuous efforts on digital upskilling.

**Indiabulls Housing Finance Ltd**, Sales Officer,Delhi Feb’15 – May’18

* Achieved various businesses of mortgage financing that comprised of Home Loan and Loan Against Property.
* Acquired new customers through various channels e.g. builders, realtors, Public/ Private sector corporates.
* Managed builder relationship by providing onsite services of their residential/ commercial unit financing.
* Coordinated onboarding proposals and disbursements with credit team to ensure end to end deal closure.
* Penetrated in new and existing market of business for enhancing mortgage funding /assets of the organization.

**Monark India Ltd,** Management Trainee-Sales & Marketing, DelhiJan’14 – Jan’15

* Worked as a market researcher for global standard interior solutions for Indian retail market.
* Studied the company’s products, competitors & their products and market for making marketing strategy.
* Did research for gathering and evaluating the primary and secondary information based on the platform to be developed for interior solutions in Indian market to be launched.

**EDUCATION**

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| --- | --- | --- |
| MBA (Finance & Marketing Management) | Indraprastha University, Delhi, India |  2011 - 2013 |
| B.com | Gujarat University, Ahmedabad, India | 2009 - 2011 |

**ACADEMIC PROJECTS**

1. **Real Face Drivers- India vs. Global Benchmark**– Team Leader May’13 – July’13

Analyzed and interpreted the collected data.

Conveyed the study results to the department.

Recommended measures of improvement and changes.

My team won 3rd position in the northern region of Delhi NCR territory.

1. **Analysis of Financial Statement by Using Technique of Ratio Analysis**  2012

The project was completed successfully with Dalmia Cement Bharat Ltd. In New Delhi.

**CERTIFICATIONS & TECHNICAL SKILL**

* Data Science Prodegree Program by KPMG
* Higher Diploma in Software Engineering from NIIT
* Merit Recognition Certificate for National I.T. Aptitude Test By NIIT

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| --- | --- |
| **Tools:** Tableau, Power BI, Alteryx, MS Office 365 |  **Languages:** R, SQL |