



# SUMEGH MEHRA

Results-driven finance professional with over 5+ of experience in the Banking and NBFC sector. Proven expertise in loan processing, credit analysis, customer relationship management, and regulatory compliance. Adept at handling financial products, cross-selling services, and improving operational efficiency while ensuring high levels of customer satisfaction.

## Contact

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sumeghmehraksp@gmail.com +97477564800 Street 50 Industrial Area( Qatar)

## Employment

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Bajaj Finance Ltd | Direct Marketing associate | Kashipur (India) | 02/2018 - 09/2021

### Roles and responsibilities :

- Promote and sell Bajaj Finance's Two-Wheeler Loan products through dealership networks and field sales.
- Build strong relationships with dealers, showroom staff, and customers to increase loan penetration.
- Generate leads and follow up with potential customers to convert them into disbursed loans.
- Educate customers about loan features, EMI options, interest rates, and eligibility criteria.
- Ensure accurate collection and verification of customer documents (KYC, income proof, etc.).
- Login files in the system and track the status through various stages until disbursement.

Fino Payment Bank | Assistant Manager | Kashipur (India) | 12/2021 - 09/2022

### Roles and responsibilities :

- Drive customer acquisition for savings accounts, current accounts, and other Fino products.
- Promote digital banking services like AEPS, UPI, remittances, and bill payments.
- Manage and grow business through merchants, banking correspondents (BCs), and local channels.
- Identify new business opportunities and expand the agent/banking point network.
- Manage and coordinate with BPCL retail outlets (petrol pumps) acting as Fino Banking Points.
- Ensure smooth functioning of banking services (like AEPS, micro-ATM, deposits, withdrawals) through BPCL partners.
- Develop and maintain good relationships with customers and local communities.
- Regularly visit partner locations for audit, training, and relationship management.

HDFC Sales Pvt Ltd | Junior Relationship Manager | Kashipur (India) | 09/2022 - 09/2023

### Roles and responsibilities :

- Source new home loan business through various channels like direct walk-ins, builder tie-ups, DSA, and referrals.
- Achieve assigned monthly targets for loan disbursements, login files, and revenue generation.
- Promote HDFC's home loan products including balance transfer, top-up loans, and construction-linked loans.
- Conduct detailed discussions with customers to understand their home loan needs and eligibility.
- Provide accurate information on loan products, interest rates, repayment options, and documentation requirements.
- Work closely with credit, operations, legal, and technical teams to ensure timely loan approval and disbursement.

Safari Mall | Receiver | Doha | 04/2024 - Present

### Roles & Responsibilities :

- Receive and inspect all incoming stock, deliveries, and shipments from vendors and suppliers.
- Verify quantities, product quality, and documentation (invoices, delivery notes, etc.).
- Ensure all products meet the mall's quality and safety standards before accepting.
- Monitor expiry dates, fragile goods, or temperature-sensitive items.
- Process return of damaged, expired, or incorrect items to suppliers.

- Maintain proper records of returned goods.

## Education

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Kumaun University | Bachelor's Degree in Commerce | Kashipur (India) | 06/2015

Kumaun University | Master's Degree in Commerce | Kashipur(India) | 06/2017

## Skills

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Customer Service  
Microsoft Office  
Problem Solving

Microsoft Excel  
Dedicated

Sales  
Hardworking

## Languages

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Hindi

English

## Certifications

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ADVANCE DIPLOMA IN BANKING & INDUSTRIAL  
ACCOUNTS MANAGEMENT (ADIAM) | IFCA  
INSTITUTE | 04/2013

## Personal Detail

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Date of Birth : 10/09/1995

Gender : Male

Nationality : Indian

Passport : T5219412 , Validity: 09/04/2029

Marital Status : Single

## Declaration

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I hereby declare that all the statements made in this resume are true and complete to the best of my knowledge and belief.

Date:

Place: Doha (Qatar)

(SUMEGH MEHRA)