



# Rocket Singh

## CAREER SUMMARY:

Accomplished executive with a proven ability to develop and implement real estate strategies that support business and financial objectives. Have led key initiatives that reduced operating budget by \$32 million and contributed to 550 percent stock increase. Recognized as an expert in applying financial concepts to asset management decisions.

Respected leader, able to build highly motivated management teams focused on achieving revenue goals. Keep up to date with changes in the industry through continuing professional development (earned an MBA in finance/real estate and master of corporate real estate designation)

## AREA OF EXPERTISE:

**Leadership:** Keep page length in mind as you format your resume. One to two pages is fine for most situations; three or more pages is relevant for senior-level, government, and academic positions.

**Key Account Management:** The advantage of this type of resume is that it highlights a linear progression in your career. In other words, if you've been focused on one type of career and you want to show how you've progressed on that path, a chronological resume is the way to go. It's also standard for some types of jobs, like teaching or government positions.

**Sales & Marketing:** Functional resumes focus on skills. They are organized by different types of skills or experiences, rather than by I work history. Functional resumes are good for people with gaps in employment history or whose work history is not directly related to the job.

**Key Strengths:** Finely tuned analytical skills with a dedication to expanding subject knowledge and workplace competencies through continuous training. Unparalleled multitasking and time management skills, deftly managing heavy caseloads from initial client intake through all phases of discovery, drafting, pretrial, trial, and appeal.

**Client Service:** Technical proficiencies include Microsoft Office, LexisNexis Concordance, Symantec eDiscovery Platform, Westlaw, My Case Legal Practice Management Software, Clio, and Photoshop.

**Relationship Management:** Excellent verbal and written communications and legal drafting talents. Easily instills trust and confidence in clients stressed by challenging life events; handles private client data with 100% confidentiality and integrity.

**Business Standards:** Ensuring Process management as per client/customer requirements and for regular business standards. Ensuring the operations are organized and running smoothly with regular tracking and dispensing all the information to the concerned departments and clients.



## MOST PROUD OF



### SOCIAL RESPONSIBILITY:

- ◆ Volunteering "Orphanage Homes".
- ◆ Volunteered "Animal Welfare Society".



### AWARD:

- ◆ Received highest honor award "Wealth Excellent Award" in Arab Bank.



### PROMOTIONS:

- ◆ Got 4 Promotions in IndusInd Bank.
- ◆ Got 2 Promotions in Royal Sundaram.
- ◆ Got 1 Promotion in Reliance Life.



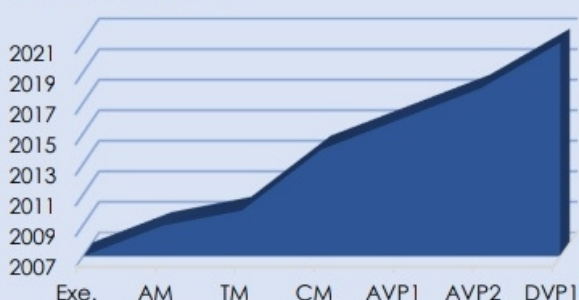
### REWARDS:

- ◆ Qualified for Dubai & Moscow.

## CORE COMPETENCIES



## CAREER GROWTH





## Regional Head - Bancassurance

### Arab Bank

Sep 2014 – Present

#### Promotions:

Chief Manager (2014-15)

AVP1 (2016-18)

AVP2 (2018-2021)

DVP1 (2021-Present)

#### Key Results Area:

- **Role-** Responsible and support team of **Sales & Service team**, managing **Mumbai Zone**, handling Affluent Banking and programme. Managing 5 Cr. business per annum.
- **Strategic Role-** Provide accurate strategies with planning, scheduling, and monitoring results of the sales management, business operations, current trend, and business analysis. Overseeing the team to ensure successful delivery of client-centric, best-in-class product solutions and deliverables within deadlines.
- Serve as Law Clerk to the Chief Judge of the US District Court for the Northern District of Ohio.
- Perform legal research; draft bench orders, opinions, and memos, carefully verifying accuracy of all citations.
- Communicate with counsel to confirm deadlines and address case management issues.
- Use advanced verbal and written Spanish skills as court translator when warranted.

#### Key Achievements:

- Top-ranked Manager in the Zone 2017-18 In Dubai.
- Best rated consecutively in 2015-16, 2016-17, 2017-18 & 2018-19 with excellent rating of 4.50, 4.50, 4.50 & 4.00 respectively.
- Best Performance 2018-19 Awarded in Moscow.
- Best performance in affluent banking JFM21.
- Rated 4.5 for the FY2020-21.

## Sales Manager

### Philippine Health Insurance Co. Ltd.

Nov 2013 – Sep 2014

#### Key Results Area:

- Responsible and manage Deutsche Bank and alternate relationships.
- Performed all cash handling and credit transactions with 100% accuracy. Processed checkout and return transactions, provided solutions to customer queries and issues, and coached and trained new hires.
- Leveraged strong product knowledge to educate customers and maximize up-selling and cross-selling opportunities.

#### Key Achievements:

- Promoted to role as Head Cashier six months after initial hiring as Cashier.
- Earned 3 "Employee of the Quarter" awards.

## Territory Manager

### Royal London

Jun 2010 – Nov 2013

#### Key Results Area:

- Trained and mentored new staff in winning customer service techniques.
- Earned frequent commendations from restaurant guests for cheerfulness and creation of positive dining experiences.
- Persistency achievements for all commercial and retail business including SMEs.

#### Key Achievements:

- Promoted as Team leader within 8 months of performance.
- Best Manger in for business growth In Citibank business of non-life insurance





## PRIOR EXPERIENCE

Sales Manager, **NFU- AIG Whole of Life Insurance Co. Ltd.**, May 2009 – Nov 2009.  
Sales Manager, **Sainsbury's Bank**, May 2007 – Apr 2009.



## ACADEMIA

**2012**      **MBA (Marketing)**, from Amit University  
**2007**      **BCom**, Pune University.  
**2003**      **HSC**, Maharashtra State Board.  
**2001**      **SSC**, Maharashtra State Board.

**IT Skills**      Microsoft Office & Windows.



## SKILLS & STRENGTHS:

- ◆ Leadership
- ◆ Administration
- ◆ Team Player
- ◆ Interpersonal Skills
- ◆ Problem Solving Skills
- ◆ Strategic Planning & Execution
- ◆ Business Operations
- ◆ Focused Approach
- ◆ Creative Approach
- ◆ Technical Skills
- ◆ MIS Analysis
- ◆ Analytical Skills
- ◆ Active & Positive
- ◆ Time Management
- ◆ Result Driven

## DECLARATION

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I hereby declare that the above information is true to the best of my belief and knowledge.

DATE:

PLACE:

**Rocket Singh**