

ONKAR BABASAHEB PARKHE

Pune, Maharashtra, India

Phone: +91-7020664050/7066311560

Email: onkar.parkhe@gmail.com

LinkedIn: www.linkedin.com/in/onkar-parkhe-7700

Website : <https://onkar-parkhe-zzxt2q2.gamma.site>



PROFESSIONAL SUMMARY

Banking Operations Professional with 15+ years of experience in branch banking operations, customer relationship management, retail banking, Sales Life Insurance, Mutual Funds, TD, CASA, HL, General Insurance, KYC compliance, cash handling, audit management, loan processing, and regulatory compliance. Proven expertise in managing branch operations, customer service excellence, banking transactions, operational risk management, and team supervision. Skilled in banking software, MIS reporting, financial products, cross-selling, and process improvement initiatives. Experienced in handling CASA operations, CTS clearing, ECS processing, NPA monitoring, and branch audit compliance.

CORE SKILLS

- Sales of Life Insurance and Mutual Fund products.
 - Branch Banking Operations / Retail Banking
 - Customer Relationship Management, Cash Handling Operations / Loan Processing / CASA Operations
 - Regulatory Compliance / Audit & Risk Management, Team Management / Banking Sales & Cross-Selling
 - Financial Transactions / Deposit Operations, CTS & ECS Clearing / Banking Documentation
 - KYC & AML Compliance, Complaint Resolution / Process Improvement.
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PROFESSIONAL EXPERIENCE

Axis Bank Ltd.

Deputy Manager – Branch Relationship Officer.

Pune, Maharashtra | Nov 2022 – Dec 2025

- Successfully managed and achieved high-volume sales of Life Insurance and Mutual Fund products at branch level.
- Possess strong knowledge of investment products, financial planning, insurance solutions, and wealth management services
- Experienced in customer relationship management, cross-selling financial products, and achieving business targets
- Managed end-to-end branch banking operations while ensuring regulatory and operational compliance.
- Supervised customer service operations and handled daily banking transactions with high operational accuracy.
- Processed account opening, account closure, KYC updates, and banking documentation.
- Managed deposits, withdrawals, fund transfers, and customer queries efficiently.
- Improved customer satisfaction through effective complaint resolution and relationship management.
- Coordinated with internal teams to maintain compliance with banking policies and audit standards.

Key Achievements

- Demonstrated strong expertise in investment products, financial planning, insurance solutions, and wealth management services to deliver customized financial solutions to clients.
- Built and maintained strong customer relationships through effective client engagement, resulting in successful cross-selling of financial and banking products.
- Advised customers on suitable Life Insurance and Mutual Fund investment solutions based on their financial goals, risk appetite, and investment needs.

- Consistently achieved business and revenue targets through strategic sales planning, customer acquisition, and relationship management initiatives.
- Possess sound knowledge of banking products, third-party financial products, and regulatory compliance related to insurance and mutual fund operations.

Samarth Sahakari Bank Ltd,Solapur.**Assistant Manager**

Pune, Maharashtra | May 2018 – Nov 2022

- Managed Savings and Current account operations including account opening and documentation.
- Handled CTS clearing, ECS processing, DD issuance, PO issuance, and reconciliation activities.
- Managed fixed deposits, renewals, and advances against deposits.
- Supported loan processing, cash credit account handling, and recovery operations.
- Conducted audit preparation and rectification activities.
- Ensured adherence to operational guidelines and banking compliance standards.

Shri Kalika Nagari Sahkari Pathsanstha Maryadit,Solapur.**Manager**

Solapur, Maharashtra | Apr 2008 – May 2018

- Managed day-to-day banking and administrative operations.
- Managed customer relationships and financial transactions.
- Ensured smooth execution of deposit, lending, and recovery operations.
- Maintained compliance with internal operational procedures and financial regulations.

EDUCATION

- MBA Finance & HR – Jaipur National University, Jaipur
- M.Com – Shivaji University, Kolhapur
- B. Com – Solapur University
- GDC&A – Government Diploma in Cooperation & Accountancy, Maharashtra

CERTIFICATIONS

- NISM Mutual Fund Certification | Registration No: NISM-202300010829
- Insurance Institute of India Certification | URN No: CAI0512220442
- SEBI Investor Awareness Certification | Certificate No: NISM20250000269609
- Power BI Dashboard Training

TECHNICAL SKILLS

- Microsoft Office and Power BI
- Banking Operations Software-Finacle, Saksham, Omini, CRM, CTS, AML.
- Hardware and networking.

LANGUAGES

- English
- Hindi
- Marathi

QUANTIFIED ACHIEVEMENTS:

- Handled portfolio of 500+ customers
- Reduced operational discrepancies by 20%
- Supported branch business growth through cross-selling Life insurance,Mutual Funds,CASA,TD,GL,HL initiatives.

Place : Pune

Date : / / 2026

(Onkar Babasaheb Parkhe)