

Lalit Pareek

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PROFESSIONAL SUMMARY

Seasoned banking professional with experience of more than 15+ years in providing leadership, strategic and P&L oversight to the banking operations focusing on translating business objectives to successful results with operational control. Lead business strategy of a large bank branch network with a deposit base of more than USD 200M+. Successful in driving management objectives on Liabilities, Retail / SME Lending, Cross – Sell, People Management, Talent Acquisition, Branch Expansion and Digital Transformation.

Core Competencies

- Banking Operations
- Profit & Loss Management
- Retail Lending
- Product Innovation
- Digital Transformation
- Sales and Service
- Talent Acquisition
- Training & Development
- People Management

PROFESSIONAL EXPERIENCE

HDFC BANK LTD (Best Banks of India)

Gujarat, INDIA

Senior Vice President - Retail Branch Banking

2013 - 2019

- Led network of 125 branches with a deposit base of \$200M+
- Championed Govt Business by mobilizing \$40M+ of Govt. Deposits
- Driven acquisition of SMEs Corporates achieving plan by 130% YOY
- Increased market share in Merchants Segments, Point of Sales and Cards
- Facilitated the growth of the Third-Party product business of Insurance meeting growth plan 120% YOY
- Optimized and reduced Cost to Income through prudent business decisions and promotion of Digital journey
- Contributed in Product Development and Innovation through Collaboration and Co-Creation
- Introduced various initiatives on Inclusion and Diversity through constant Employee Engagement
- Talent Transformation – responsible for the career development of 850 employees
- Operational Control - 100% branches rated satisfactory by Internal Audit

HDFC BANK LTD (Best Banks of India)

Delhi, INDIA

Senior Vice President - Retail Branch Banking

2008 - 2013

- Led network of 123 branches with a deposit base of \$250M+
- Championed acquisition of SME Corporates grew at over 60 % YOY
- Facilitated the growth of the Third-Party product business of insurance meeting growth plan 110% YOY
- Optimized and reduced Cost to Income through prudent business decisions and promotion of Digital journey
- Talent Transformation – responsible for the career development of 900 employees across multiple jurisdictions
- Operational Control- 100% branches rated satisfactory by Internal Audit

ADDITIONAL PROFESSIONAL EXPERIENCE

HDFC BANK LTD (Best Banks of India)

Gujarat, INDIA

Zonal Head- Retail Branch Banking

Handled sales and operations of 70 retail branches in Gujarat. Responsible for business growth, Branch Expansion, P&L Management, Talent Acquisition and Management, Operational Control and Regulatory Compliance.

Cluster Head- Retail Branch Banking

Handled sales and operations of 20 retail branches of Baroda and South Gujarat. Overall responsible for meeting Business

Targets and Branch Profitability, Branch Expansion, Talent Acquisition and Management, Regulatory Compliance and Operational Control.

Branch Head- Retail Branch Banking

Overall responsible for meeting Branch Business targets and profitability. Grew branch from zero to \$32M+ with complete hands on Branch Operations .

EDUCATION

RAJASTHAN COLLEGE OF AGRICULTURE

Bachelor of Science

CERTIFICATION & TRAINING

Accelerated Leadership Program - Indian Institute of Management, Ahmedabad-INDIA

Senior Leadership Program - Indian Institute of Management, Ahmedabad- INDIA