

NEELAM DEEPAK

+1(404) 960-7905 | neelam_deepak@hotmail.com | <https://www.linkedin.com/in/neelamdeepak>

EDUCATION

Georgia State University, Robinson College of Business
Master of Business Administration, Business Analytics

Atlanta, USA
August 2024 - December 2025

Iqra University

Master of Business Administration, Finance
Bachelor of Business Administration, Finance

Karachi, Pakistan
October 2018
June 2016

PROFESSIONAL QUALIFICATION

Chartered Financial Analyst (CFA)

Level I - Pass
Level II - Candidate

Charlottesville, VA, USA
June 2019

PROFESSIONAL EXPERIENCE

Askari Bank Limited

Relationship Manager, Corporate & Investment Banking

Karachi, Pakistan
January 2021 – June 2022

- Identified and provided customized financing solutions to corporate clients, including syndicate financing, term loans, and working capital financing, after closely analyzing their financing needs
- Participated in various networking events and seminars to build industry relationships and stay up to date with business developments and best practices
- Proactively managed credit and market risk exposures, monitoring market developments and making recommendations to management to mitigate potential risks
- Executed successful syndicate financing transactions, including a PKR 1,750 million transaction for Agha Steel Industries and PKR 620 million financing for Amreli Steel Industries' new aluminum project
- Managed a portfolio worth over PKR 10 billion, increasing revenue by 30% above the assigned target, while also cross-selling and up-selling relevant banking products and providing advisory services to clients on enhancing their operational efficiency through cash management and digital banking

Relationship Associate, Corporate & Investment Banking

July 2016 – December 2020

- Built and maintained strong relationships with external stakeholders and acted as a key point of contact for their banking needs, responding to their inquiries and requests promptly and professionally
- Collaborated with cross-functional teams, including risk management, legal, and compliance, to ensure smooth and successful transaction execution
- Performed comprehensive credit and risk analysis for both existing and potential corporate customers, utilizing financial statements, valuations, and cash flow projections to prepare credit packages and proposals for internal approval
- Demonstrated a strong understanding of corporate banking products and services, including cash management, trade finance, and foreign exchange, to cross-sell and up-sell relevant products to clients

MCB Bank Limited

Intern, Credit Operations Department

Karachi, Pakistan
August 2015 – October 2015

- Created sales and marketing package for Ship Breaking Company
- Issued delivery orders to textile clients for the release of pledged goods
- Created checkbook requests, opened different types of bank accounts & processed remittances through different software

MAJOR TERM PAPERS AND RESEARCH PROJECTS

- Completed thesis on “Investigating the application of GARCH (1,1) on the investment portfolio of Top 10 Stock Exchanges of the World”
- Prepared report on comparison of 10 Different stocks based on market risk
- Drafted report on fund allocation in different financial instruments keeping the current market dynamics in view

EXTRACURRICULAR ACTIVITIES

- Delegated at IUMUN'14 and IUMUM INTRA'15
- Ambassador at the event, The conscio'15 (One-day experiential learning-based seminar)
- Lead the Marketing & Logistics team of IUMUN'16
- Chaired as Assistant committee director at NCRMUN'17
- Conducted Ramadan Drive with two non-profit organizations (Z-Team & Aid for All) at Sirat-ul-Jannah
- Participated in Green Day activity 2019 organized by Askari Bank Limited in amalgamation with Urban Forest

ADDITIONAL INFORMATION

Skills MS Office (advanced), Report Writing, Valuation, Forecasting, Financial Analysis, SPSS and Excel.