

Curriculum Vitae



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Sabir Baral

Biography Status

Date of Birth : 31st October 1987
Fathers Name : Sudarshan Raj Baral
Nationality : Nepali
Citizenship No. : 52961152/Sarlahi

Academic Qualification

- 1. Master's Degree in Business Studies (M.B.S.), 2012**
Golden Gate International College/ Tribhuvan University,
(Major: Finance and Investments),
Percentage: 64.50 (First Division)
 - 2. Bachelor's Degree in Business Studies (B.B.S.), 2008**
Golden Gate International College/ Tribhuvan University,
(Major: Accountancy)
Percentage: 64.57 (First Division)
 - 3. 10+2, 2005**
Welhams Higher Secondary School/ H.S.E.B. Board.
(Major: Management)
Percentage: 74.30 (First Division)
 - 4. SLC, 2003**
Everest Secondary Academy/ Nepal Government
(Major: Optional Math)
Percentage: 66.375 (First Division)
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Experiences

- 1. Current organization: Laxmi Bank Ltd.**
 - A. Department: Corporate and Institutional Banking**

Position: Senior Relationship Manager
Period of Service: since October 27, 2015

Job Descriptions as below but not limited to:

 - a) Soliciting corporate customers
 - b) Credit appraisal/relationship management of corporate clients (mostly infrastructure based clients)
 - c) Look after credit facilities of institutional clients like; NEA, NTC.
 - d) Deal with foreign companies working in Nepal to meet their banking requirements (account opening to LC issuance)
 - e) Look after counter guarantee transaction on need basis.
 - f) Other Institutional relationship (both foreign and national)
 - 2. Past organization: Citizens Bank International Ltd.**

Department: Corporate Credit
Designation: Relationship Officer
Period of Service: July 2014-October 2015.

 - a) Managed corporate credit portfolios of around 50 customers as a RM.
 - b) Managed consortium files as lead bank.
 - c) Handled consortium loans (as a participating bank) including Hydro Power Projects.
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3. Past Organization: Citizens Bank International Ltd.

Department: Trade and Credit Operation

Designation: Supervisor

Period of Service: 19 July 2009 to July 2014

Job Descriptions as below but not limited to:

- a) Managed trade operations as Incharge from July 2013-July 2014
- b) Performed entire trade related works like issuance of Letter of Credit and Letter of Guarantees.
- c) Comply with international standards like UCPDC, URR, USBP for Letter of credit and URDG for Letter of guarantees.
- d) Performed Credit Operations tasks like timely disbursement of loans, monitoring of insurance & drawing power, documents preparation, regulatory reports preparations etc.

Academic Experience

- 1) Worked as Lecturer of Banking and Insurance in Noble College for Bachelor of Business Administration (BBA), Sinamangal between 2017-2019
- 2) Worked as Lecturer of Human Resource Management for Masters in Business Studies (MBS) in Golden Gate International College between 2019-2022.

Professional Training Experience

- 1) Served as in-house trainer in "Sales and Negotiation" in Laxmi Bank Ltd during 2022-23.

Area covered

- Building training module/materials
- Personality traits
- Communication skills
- Listening skills
- Team Building etc.

Expertise**Skills & Knowledge**

1. Train the aspirants in banking sector
2. Well versed with Nepal Rastra Bank Directives, Internal Policies, related Acts, trade related circulars.
3. Well versed with office applications like Word processing, Excel, Powerpoint and related banking software.
4. Can do attitude, ability to work under pressure, prioritize work manage time and work as a team.
5. Understand, speak, write and read Hindi and English languages.

Reference**Bivav Neupane**

Program Co-ordinator
Golden Gate International College
Cell No: - 9851042927

Rajiv Sapkota

Deputy Chief Executive Officer
Laxmi Bank Ltd.
Cell No: 9851057686

I, the undersigned, certify that, to the best of my knowledge and belief, this curriculum vitae correctly describes me, my qualification and my experiences. I understand that any willful misstatement describes herein may lead to my disqualification or dismissal.

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Sabir Baral