Nishchal Patni

+91 9983730850 | nishchalpatni@gmail.com | Location: Rajasthan, India

SUMMARY

Results-driven professional with a Bachelor of Technology (Electronics & Communication Engineering) and a Master of Management Studies (Finance). Experienced in international business development, trade finance, client relationship management, and cross-border financial solutions. Strong communication, negotiation, and problem-solving skills with experience working with global clients. Seeking opportunities in Trade Finance, Business Development, Banking, Financial Services, Client Success, or Remote International Sales.

EDUCATION

University of Mumbai
Master of Management Studies (Finance)

Poornima University
Bachelor of Technology (Electronics & Communication Engineering) *Graduated: 2017*

EXPERIENCE

Independent Financial Consultant January 2025 – Present
Euro Exim Bank

Key Responsibilities

- Promote international trade finance solutions to corporate clients.
- Generate and qualify business leads across multiple industries.
- Coordinate with international clients regarding trade finance requirements.
- Support clients with documentation and onboarding processes.
- Build long-term relationships with prospective and existing customers.
- Communicate with overseas stakeholders through email and virtual meetings.
- Successfully engaged with international business clients.
- Assisted in developing cross-border trade finance opportunities.
- Maintained consistent client follow-up and relationship management.

TECHNICAL SKILLS

Business Development
Trade Finance
International Client Handling
Client Relationship Management
Lead Generation
B2B Sales
Financial Products
Documentation & Compliance
Negotiation
Microsoft Excel
Microsoft Word
PowerPoint
Email & Business Communication
Internet Research

Email Communication
CRM Tools (Basic)

LANGUAGES

Hindi – Native English – Professional Working Proficiency

PERSONAL DETAILS

Nationality: Indian

PREFERRED ROLES

Trade Finance Associate Business Development Executive/Manager Client Success Executive Relationship Manager Financial Services Executive Remote Sales / International Business Development