

CURRICULUM VITAE

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OBJECTIVE

To obtain a position that will enable me to use my strong organization skill, interpersonal skill and ability to work well with people to achieve the organisational goals set by the management.

Work Experience

Organisation Name: - ICICI Securities Ltd.

Location: - Pune, Maharashtra

Designated as: - Senior Relationship Manager

Working Since: - April 2019

Job Role:-

1. New Client Acquisition
2. Understanding the client needs in investments and advise them as per requirement.
3. Creating healthy and long term relationship with clients.

EDUCATIONAL QUALIFICATIONS

Course with Specialization	Institute/College	University/Board	Year of Passing	%/CGPA
PGPM	IBS PUNE	ICFAI Business School	2019	6.52
BE(E&TC)	SAE, Kondhwa, Pune	Pune	2017	65%
Diploma(E&TC)	G.P.V. Nanded	MSBTE (Mumbai)	2014	71%
X	P.V.H.S. Hadgaon	Maharashtra State Board	2011	74%

PROJECTS UNDERTAKEN

1) IDBI Federal life insurance co ltd.

Project Title: Customer retention strategy in IDBI federal life insurance

Description of project:

- To sell the different insurance product like child insurance, Income- insurance, and life insurance.
- To analyze the customer retention strategy in IDBI federal insurance by making the survey of 50 respondents.

2) Company: Capital first.

Project Title: One day live project.

Description of project: To sell financial services.

ACHIEVEMENTS

- Awarded as winner in ICFL ROM Champion contest conducted by ICICI Direct.
- Qualifier in Regional Competency Development Programme conducted by ICICI Direct.
- Got Gold Starter Certificate from IDBI federal life insurance.
- Participated in "Circuit Designing" competition" in 2012 at Matoshri Polytechnic College Nanded. .

KEY SKILLS

- Taking ownership of work.
- Adaptive to Change.
- Good Teamwork Spirit.

HOBBIES/INTERESTS

- Swimming
- Bike Riding
- Trekking

PERSONAL DETAILS

Date of birth: 17/06/1995

Languages known: English, Hindi, Marathi,

Permanent address: Dronagiri Nagar Hadgoan, Dist. Nanded, Maharashtra.