

CURRICULUM VITAE

HARI KOLHE

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Jawahar Colony,
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Career Objective:

To serve the organization with my fullest capabilities by using my skills & team spirit this would lead to the fulfillment of personal and organizational goals.

About myself

Strong Team Handling experience with the Retail Merchandising, marketing and financial field. Motivating people so that they can give best potential as per their potential and achieve the organization goal.

Experience:

Currently working with Reliance Retail Limited Aurangabad, Territory Manager B2B Sales

- Handled team of Key account Manager and Executive to drive Institutional B2B sales
- Experience in General Merchandise, Electronic and Financial articles sales
- Driving category Mix to achieve better margin
- Responsible to provide better experience to clients by making available best products with the best rates.
- Motivate and guide sales team to achieve target and their Incentive for the hard work.

Work Experience

1) **Flipkart Wholesale Limited(Walmart India Private Ltd)**Aurangabad as Team Leader, January 2016

- Handled Membership creation drive through team and Handled Marketing, Branding activities to lead increase in footfall in the store
- Taken responsibility of Merchandising and cross selling of goods
- Taking care nonfood division (Electronics, General Merchandise & Stationery) & handling team of more than 70 person including Brand promoter
- Inventory Management – Managing Optimum Stock Cover days, Shrinkage Control, clearing dead Inventory reducing ageing inventory

- Handled more than 4500 Sku's in the store.

Handled Electronic and General Merchandise sales department Since June, 2021

- Focus area is to achieve sales target for Electronics & GM articles, stationary articles
- Developed Electronics outlet in the market and also catered B2B Institutional Electronic orders
- Responsible to increase Large and Small appliances penetration in the market
- Handling the sales Team, Responsible for Guiding, motivating and helping sales team to achieve daily and monthly sales target.
- Help team to achieve their incentive plan

2) **Exide life insurance company private ltd.** Aurangabad as Sales Manager, January 2014

- Recruitment and development of Financial advisor
- Achieving sales target through team of advisor
- Developing people and motivating and guiding them to achieve their financial goals.

3) **Bonanza Portfolio ltd** as a Branch Manager at Aurangabad Maharashtra March 2013

- Achieving branch profitability
- Handling team
- Achieving branch target
- Maintaining proper KYC policy and procedure

4) **Indusind Bank ltd** as a Customer Service Manager, March 2011

- Handling customer request and complaints
- Maintenance of TAT for all services
- Cross selling of bank products
- Account acquisition
- Handling locker facility
- Maintenance of KYC norms of a bank

5) **Indiabulls Securities Limited** as a Relationship manager, June 2009 at Panaji Goa.

- Generate business from new customer
- Revenue generation from client in the form of Brokerage
- Handling existing client's queries
- Opening Demate and trading account.

6) **ICICI Securities Ltd. (ICICI Direct)**, as a Senior Relationship Manager, at Vadodara(Gujarat). Feb 2007.

- Maintaining relationship with HNI clients
- Generating revenue from equities, and other financial product
- Financial planning and tax planning for the clients
- Responsible for portfolio management of the client
- Handled team of DST for asset product.
- I was representing Baroda city in Pan India level for asset product.

Educational Qualification:

Sr. no.	Qualification	Specialization	University / College / Institute	Year	Percentage
1	MBA	Major: Finance Minor: Marketing	Suryadutta Institute of Management and Mass Communication.(SIMMC)	2007	68%
2	B.COM	Commerce	Goa University / GVM's G.G.P.R college of commerce and economics	2005	63%
4	XII th	Commerce	Goa University/ GVM's SMT N. J. A. higher secondary school	2002	62%
5	X th	-----	Goa Board/ GVM's M.I.B.K high school	2000	54%

Skills:

- Decent Knowledge of Finance and Financial Markets
- Capable of handling team
- Having experience of handling financial product like mutual fund, Demat account, personal loan, Life Insurance, General Insurance, Credit Card, etc.
- Handling queries of HNI clients.

Achievements:

- Received appreciation for generating high volume in derivative market.twice i.e in future segments in Indiabulls securities in the form of silver coins
- Awarded best department Lead for two consecutive times in Membership & Marketing Department in Flipkart Wholesale.
- Achieved trophy in securing highest New signup in the contest period

Academic Projects:

1. Project Training:

Project Name: SME Banking and Financial product offered by ICICI Bank ltd.

Period: 2 months

Objective: To study the SME Banking in India and the financial help provided by Financial institution (i.e. ICICI Bank ltd.)

This project was undertaken at ICICI Bank ltd Bund garden branch, pune.

2. Study Project:

Project Name: Service tax

Period: 2 Months

Objective: To Know the Service Tax in India, and services covered under the service tax.

This project was undertaken to know about more on service tax, and the impact of services tax on common people and on Indian Economy.

Computer Skills:

- a. Has done tally course from COMTECH Academy
- b. Has knowledge of Basic Computer applications.
- c. Has done Tally course

Other Qualification:

- d. NCFM dealer (capital market) module cleared
- e. NISM mutual fund distribution module cleared.
- f. Anti Money Laundering & Know Your Customer examination cleared (IIBFcertificate course)

Personal Profile:

Name : Hari Manohar Kolhe

Fathers Name: Manohar Kolhe

Sex : Male

Nationality : Indian

Date of Birth : 16th June 1985

Language Known: English, Hindi, Marathi, Konkani

Permanent Address: Village Pangarkheda Tal- Ambad District Jalna, Maharashtra .

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