

SHUBHAM TIWARI

184,18th B Main Road,HAL 2nd Stage, Indiranagar -560008

Contact: +91 8240429144

Email ID: shubhamtiwari.st40@gmail.com

Highly motivated Sales Associate with extensive customer service and sales experience. Outgoing Sales Professional with track record of driving increased sales, business acquisition and elevating company profile with target market. My focus areas are office administration, business development, sales development as well as managerial decision making. I want to prove my abilities in the professional world with dedication and hard-work.

EXPERIENCE

OCTOBER '20 – DECEMBER '21.

**FINWIZARD TECHNOLOGY PVT. LTD. (FISDOM) ASSISTANT
MANAGER**

Fisdome is an award winning robot advisory firm operating in the wealth management space. It currently offers investors a 360 degree wealth management platform for Mutual Funds, Stocks, Insurance, Digital Gold, NPS, Tax Filing, etc. Fisdome blends cutting-edge technology with conventional wealth management wisdom to make superior advisory accessible to all.

KEY RESPONSIBILITIES:

- Primary responsibility was distribution of Mutual Funds and support the company's bank partnerships and achieve sales target from these channels.
- Handle a region and business development in that region and manage day to day business and operations from mapped partner branches of the same.
- Prospecting and identifying new leads and pitching to the clients through partner banks.
- Maintain strong working relationships with the bank representatives for acquisition of new investment customers.
- Function as a point of contact for customer support and ensure queries are resolved in a timely and professional manner.
- Conducting Investors Awareness Program (IAP) and educating people about the Mutual Fund product.
- Generating leads from open market and cross sell of products such as loans, insurances, Tax Filing, etc.

APRIL. '19 – MARCH. '20

**NAVIN RASAYAN INDUSTRIES LTD.
SALES EXECUTIVE**

Navin Rasayan Industries is a wholesaler of high quality **Sulphuric Acid, Hydrochloric Acid, Nitric Acid**. These products are manufactured from high quality material that is procured from well-known vendors. The offered products can be customized as per the specification provided by our customers.

KEY RESPONSIBILITIES:

- Sell a variety of chemicals to be used in different industries and in applied analytical, pharmaceutical, life

science and bioanalytical research.

- Keep management informed by submitting activity and results reports, such as daily call reports, weekly work plans, and monthly and annual territory analysis.
- Monitor competition by gathering current marketplace information on pricing, products, new products, delivery schedules, merchandizing techniques.
- Service existing accounts, obtains orders, and establishes new accounts by planning and organizing daily work schedule to call on existing or potential sales outlets and other trade factors.

EDUCATION

MARCH '21

M.COM – ACCOUNTING AND FINANCE
SUBHARTY UNIVERSITY , MEERUT
HONOURS, 70 PERCENT

MARCH '17

B.COM – ACCOUNTING AND FINANCE
CITY COLLEGE OF COMMERCE & BUSINESS ADMINISTRATION, KOLKATA HONOURS,
2ND DIVISION

MARCH '14

HIGHER SECONDARY(MAHARASHTRA BOARD)
BRIGHT HIGH SCHOOL,BHANDUP
COMMERCE,77 PERCENT

MARCH '12

SECONDARY(UP BOARD)
MGIC SCHOOL, ALLAHABAD
COMMERCE,80 PERCENT

SKILLS

- Communication Skills
- Business Development Skills
- Sales Skills
- Leadership Skills
- Relationship Management Skills

PERSONAL DETAILS

- Date of Birth: 10th MARCH 1997
- Marital Status: Single
- Nationality: Indian

- Languages Known: English, Hindi, Bengali
- Computer Proficiency: MS Office