**AMOL KUMAR DIXIT**

**Address –349 ,near pandey complex Mohibullahpur ,Aliganj,Lucknow-226021**

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**Objective:-**

To continuously strive for excellence in the field of Sales & Business development in Finance & Stock Broking Industry.

**Work Experience:-**

 (1) **Panaesha capital Pvt. Ltd. (Panaesha Capital Exchange) Since Oct 2018 to till yet**

**Designation: - Regional Manager, Lower Parel, Mumbai**

Product:-Crypto Currency & other Currency trading products

Job Profile:-

• Making Broker & Sub broker under Panaesha Capital Exchange

• Make revenue for the company by selling crypto coin feelium.

• Provide trading platform to all broker, sub broker like NSE.

• Lead team with several employees and working Pan India. Selling feelium through our Switzerland exchange by converting into Dollar.

• Provide wallet facility to all clients.

• Arrange seminar and doing other promotional activities throughout India.

• Giving service and support to all broker and sub broker for more business and more revenue for the company.

• Provide Branch facility to selected active sub broker.

Target: - 50 lakh feelium target of whole team from third month.

**Achievement:** Putting effort and doing business as per given target.

(2) **Master trust Ltd. Since July 2011 – Oct 2018 as A.V.P. at Andheri Chakala location**

**Designation: - A.V.P. for Maharashtra and other Western India (B2B &B2C both).**

Product: - All products like Equity, Commodity, Currency, IPO, Bonds, NBFC funding, Insurance etc. for B2B and B2C Channel.

Job Profile: -

• Development and acquisition of Franchisees, Authorize persons & Remmisier and retail clients in Maharashtra, Gujarat and Western India through B2B &B2C channel.

• Handling team of Branch Managers, Sales Managers, Franchisee acquisition Managers, Franchisee Acquisition Executives, Management Trainees, dealers, tele marketing team, back office employees.

• Managers and Executives doing acquisition of SUB-BROKERS, A.P., remmisier and retail clients with our company support & guidance .Tele marketing team generating lead. Back office employees are generating codes and giving support in development of business.

• Once code generated than Managers, executives, trainees, dealers and back office employees are taking care of those Sub Broker, A.P., and Remmisier and retail clients for revenue generation for the company.

Maintaining good relation with existing partners and clients of our company for more revenue and references. Handling business in western India with support of Branches and Partners and developing business. Reporting to Vice president and taking care of business for B2B & B2C both in Maharashtra, Gujarat and western States of India.

Targets: - Two & half times revenue for each employee on every month.

Achievements: -

• Established franchisee &amp; retail business in western region of India.

• Developed Business successfully and achieved revenue targets on monthly basis and recruited require team successfully. Successfully opened &amp; operated new Regional office in Andheri east Mumbai for Maharashtra.

**(3) UNICON SECURITIES LTD**

**Designation: -ZONAL HEAD-Western India (APRIL 2010-MAY 2011).Marine lines, Mumbai**

Product : - Equity and commodity (Online and offline accounts) with cross sell of products like IPO, currency for retail clients, SUB-BROKERS, A.P. and Remmisier.

Job Profile: -

• Acquisition of new retail clients, SUB-BROKERS and Remmisier.

• Maintain good relation with old clients, Sub-brokers and generating revenue for the Branch.

• Handling team of Sales Manager, Team leader, Relationship Managers, A.R.M., and back office staff. Our main target was branch profitability by revenue generation through new clients and with support of old clients &amp; Sub-brokers.

• Relationship Managers, A.R.M. were generating revenue for the Branch by giving support of daily tips, news to all active clients, Sub brokers and remmisier.

• Apart from these on roll employees I was recruiting agents also and providing proper training to them. These agents were giving accounts and getting commission for each account under their unique code.

• We were selling IPO, Mutual funds too apart from equity & commodity for more revenue and branch profitability.

• Taking early morning meetings, D.S.R., accounts details and doing follow up on day to day basis.

• Helping, motivating and giving regular training. I was doing regular joint calls also with them.

I was mainly responsible for revenue generation, new client acquisition and margin collections for region. I was reporting to V.P...

Target:-Three times of my region expenses.

Achievements: -Always achieved more than given targets.

**(4) INDIA INFOLINE LTD.**

**Designation: -Branch Manager (June 2009–April 2010) Malad west Branch.**

Product: - Equity and commodity (Online and offline accounts) with cross sell of products like Life Insurance, IPO, currency and Mutual funds for retail clients, SUB-BROKERS, A.P. and Remmisier.

Job Profile: -

• Acquisition of new retail clients, SUB-BROKERS and Remmisier.

• Maintain good relation with old clients, Sub-brokers and generating revenue for the Branch.

• Handling team of Team leader, Relationship Managers, A.R.M., and back office staff. Our main target was branch profitability by revenue generation through new clients and with support of old clients & Subbrokers.

• Relationship Managers, A.R.M. were generating revenue for the Branch by giving support of daily tips, news and ‘Morning Market Mantras’ to all active clients, Sub-brokers and remmisier.

• Apart from these on roll employees I was recruiting agents also and providing proper training to them. These agents were giving accounts and getting commission for each account under their unique code.

• We were selling Life Insurance, IPO, Mutual funds too apart from equity & commodity for more revenue and branch profitability.

• Taking early morning meetings, D.S.R., accounts details and doing follow up on day to day basis.

• Helping, motivating and giving regular training. I was doing regular joint calls also with them.

In the beginning we have started with my equity team to establish commodity business in the branch for profitability. I was handling the entire thing personally from morning till night with support of branch employees, and then we have recruited more employees after three successful profitable months for commodity. I was mainly responsible for revenue generation, new client acquisition and margin collections for my branch. I was reporting to A.V.P...

Target :-Three times of my branch expenses.

Achievements: -

•Always achieved more than given targets. Started commodity in Malad branch with few employees today it is number one commodity branch all over Mumbai with more commodity employees.

**(5) INDIABULLS SECURITIES LTD.**

**Designation: - Manager -Sales (Jan 2006-June 2009) WORLI BRANCH, MUMBAI**

Product : - Online &amp; offline equity product and IPO.

Job Profile : -Generate revenue through Relationship Manager and dealers.

• Maintain good relationship with old client and acquire more

• new clients. Collect more margins from clients and provide them full support of daily tips and news for intraday &amp; delivery trading.

• Recruit, train and motivate to Relationship Managers and dealers.

• Handling a team of 18 on-roll employees. Reporting to Branch Manager.

Target:-Five times revenue of my team expenses.

Achievement: - Successfully recruited, trained and motivated all employees in my team before given time limit.

• Achieved targets &amp; got promoted in same company from Relationship Manager to Manager Sales.

**(6)STANMARK PHARMA PVT. LTD.**

**Designation:- Professional service representative (Dec 2001-Dec 2005 Kanpur H.Q.)**

Product : - General, orthro & gyne product.

Job Profile: - Meet with doctors, stockiest and retailers and achieving targets by Marketing of general, gyne and orthro products. Reporting to Area Sales Manager.

Achievement: - Achieved targets on monthly basis. Got confirmation just in three months and awarded with some more territories nearby Kanpur District

**Education : -**

• April 2008: MBA in Marketing from ICFAI University.

• March2003-Certificate P.G.course in mass communication, career zone, New Delhi.

• July 1998- Graduate as a Bachelor of Science (B.Sc.) from Kanpur University. Scored 56% marks.

• July 1994- Completed Higher Secondary Certificate from B.N.S.D. Inter College, Kanpur Secured 55% marks.

• July 1991- Completed Secondary School Certificate from B.N.S.D. Inter College, Kanpur and secured 57% marks.

Extra Certificates course: -

• NCFM Certificate in BSE Derivatives Module & NSE Capital Market Module.

• Certificate course in Central Depository services(India) Limited

Interest & Activities: - NCC Cadet in High School., Yoga expert.

Hobbies: -Music, Sports, Gym, Traveling and making new friends.

**Personal Details:-**

• Born on 01 April 1977.

• Fathers name is Sri B.D.Dixit.

• Marital Status: Married

• English, Marathi and Hindi language known.

• Fast learner with thirst for knowledge.

• Good communication skills with a decent personality.

Date: - Regards,

Place: - (AMOL KUMAR DIXIT)