

Gaurav Dixit

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A challenging professional career opportunity in reputed organization. I see myself in position where I can use my already acquired skills and thus grow professionally & personally.

ORGANISATIONAL WORKEXPRIENCE:

At present Working in SMC Global Securities Ltd. As a Sales Manager from Jan- 2021 to Till date.

- **Developing a Team of Relationship Officers, Relationship Managers, Assistant Relationship Managers and Sales Managers.**
- **Motivate, train and monitor the performance of subordinates.**
- **Manage RMs and evaluate them in terms of productivity and quality of sourcing**
- **Imparting Training to the Subordinates**
- **Motivating the team to promote healthy competition amongst them**
- **To work in direction of achieving work target set by Branch Head.**
- **Accomplishing their brokerage targets; C to C (Cost to Costing)**
- **Accomplishing their AUM (Asset Under Management) targets**
- **Analyzing & increasing the client database and finding out the potential Clients- based on**
- **their priority level of the Client, fixing meetings with the seniors with the help of database,**
- **Personal references & networking.**
- **Identifying the non-trading accounts and push them for trading.**
- **Takes care that the Sales Targets assigned by Branch Head have been achieved or not.**

Worked in IIFL Securities Ltd. As a Deputy manager from October 2020 to December 2020 date.

- **Manage existingAccounts&building newclient base fortheorganization.**
- **Finding outthe target organisations and contacting the relevantMarketing teams on a regular basis**
- **Communicate proactively, openly & directly with management.**
- **Keep accurate sales records and be able to provide clear revenue figures to management whenever required.**

**Started to work With VENTURA SECURITIES LTD. As a RELATIONSHIP OFFICER since
Dec- 2004 to Nov 2010.**

Responsibilities:

- Interacting and Developing Clients; By Promoting Ventura securities product.
- To generate the newleads.
- Organized the marketing activity on different places in kanpur,M.P. And Varanasi.
- To manage the client portfolio to describe the ventura product.
- Promptly & courteously handle all customer requests & complain.

**And promoted As a Team Leader in VENTURA SECURITIES LTD. Since
Dec 2010 to Aug 2015.**

Responsibilities:

- Handled the team of 35-officers.
- Update regularly daily sales report of my team.
- Handle amendment & cancellation of share trading accounts.
- Conducted seminars for company promotion in various cities.
- To generate the company revenue by customer trading.

Worked in Ventura Securities Ltd. As a Marketing Manager from Aug 2015 to Feb 2020

Responsibilities:

- Interacting and Developing Clients; By Promoting Ventura securities product.
- Monitoring Clients, Getting Feedback from the clients whether they like Ventura Products or not.
- Providing Value Added Services and resolving customer queries / issues within Specified timeframe to the satisfaction of the customers.
- Planning Promotional activities for business promotion and accomplishing targets.
- Handling U.P and some cities of M.P
- Coordinating with head of department and customers and provide the best brokerage to the customers.
- Handling customer complain & takes proper action on it.

Professional Qualification:

- **MASTERS OF BUSINESS APPLICATION, Awarded by A-GRADE, From Sikkim
Manipal University Kanpur with Specialization in Marketing.**

ACADEMIC CREDENTIALS

- Graduate in arts from C.S.J.M University,Kanpur.
- Higher Secondary from U.P Board.
- Matriculation from U.PBoard.

PERSONAL DETAILS

Dateofbirth : 13th-Jan-1988
Father'sname : Late. Mr. Shri NarayanDixit
Sex : Male
Maritalstatus : Married
Nationality : Indian
Languageknown : English,Hindi

Declaration:

I hereby declare that the above written particulars are correct to the best of my knowledge and belief .

DATE :

PLACE :KANPUR

(GauravDixit)