

Ashwini Rajendra Solanki

Email: ashwinisolanki18@gmail.com

Contact: 9967374325

Career Objective:

Seeking an operations manager position to utilize my expertise in boosting productivity and performance in an organization, to achieve company goals.

Experience:

DURATION	COMPANY	POSITION
Dec 2018 – Till Date	Angel Broking	Business Development Manager
Sep 2017 – Oct 2018	Kotak Mahindra Bank	Assistant Manager

As Business Development Manager, in Angel Broking:

- Core handling for Gujarat region: KYC Applications, Account Opening, Handholding for day-to-day business activities, Guide for Marketing and Sales strategies for client acquisition.
- Give proper training about all platforms & help to resolve the queries of sub brokers.
- Franchise Management looking after revenue generation guidance and plans.
- Also looking after revenue generation plans for other products such as Mutual funds, SIPs, and Trade related plans.
- Engaging sub brokers into business growth achievement process.
- Handling and resolving various escalations of clients.
- Making clients aware about new business products and service orient processes.
- Reporting weekly and monthly MIS reports to senior manager.

Role in Kotak Mahindra Bank:

- Corporate banking operation: Handling outbound process of all banking products such as CASA, TD/RD, Insurance, Mutual Funds, and other banking products.
- Internal Collaborating with the relevant departments to better address client needs, providing regular updates to higher management, and upselling company products where possible.
- Client servicing.

Education:

DEGREE	UNIVERSITY	SCHOOL/INSTITUTION	MARKS (%)	YEAR PASSED
M.Com	Mumbai University	Mumbai University	60%	Jun 2019
B.com	Mumbai University	SIES College of Commerce and Economics	63%	Jun 2017
CS Foundation level	Institute of Company Secretaries of India	Institute of Company Secretaries of India	60%	Jun 2015
HSC	Maharashtra Board	SIES College of Commerce and Economics	74%	Feb 2014
SSC	Maharashtra Board	Sir J.J Girls High school	79%	Mar 2012

Certifications:

- Insurance Regulatory and Development Authority certified
- National Institute of Securities Markets (Series 5) certified
- GTT Training session held by Barclays.

Personal Details:

- Languages known: English, Hindi, Marathi, Gujarati.
- Address: Kandivali West, Mumbai.
- Marital Status: Unmarried
- Date of Birth: 18/04/1996