**KUMAR ROSHAN**

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HYDERABAD

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**CAREER OBJECTIVE**

 Seeking an opportunity in areas of business operation management, client servicing, sales and marketing with a high growth oriented organization. I would also like to contribute to the advancement of the company by utilizing the learning experience that I would attain during the course of time.

**CAREER SUMMARY**

* Total work experience of 14.6 years in banking and financial services have worked across diverse functions like business operation management, business development, support services, team management and Product management etc.
* Have expertise in products (like Dmat, Casa, Stock trading, Mutual fund, share, Lap, Las, Personal loan, Housing loan, Credit cards, Mortgaged loans, Sme loans and also technical charts and calls, customer service, back office, P&L, client engagement programs, referral generation activities etc).
* An effective communicator with excellent relationship management skills and strong analytical skills, problem solving skills and organizing abilities.
* Have got recognized and achieved both personally and financially, through my tenure. And played vital role in building business from scratch.

 ***EMPLOYMENT DETAIL***

**Operation Manager in Seven Seas events & entertainments(july2017*:***

*Managing business & operation for the company and also driving revenue.*

*Real estate broking.*

**Business manager in swastik enterprises(april17-march19):**

**Managing day to day business and operation of the company in plastic sheet manufacturing.**

**Product Manager in Bnpparibas(april 2016-march17):**

**.** Drive investment business through channel like sales team and branch relationship team.

. Build awareness & knowledge through product training programs for employees and clients, Lead generation activities & referral generation programs for branch team.

. Support teams to upscale sales through joint client calls and also in product knowledge, hni client acquisition, build client relation and handle compliance.

 **. Manager in Karvy Private Wealth (since jan 2015- mar2016):**

 **.**  Driving business, servicing and managing clients portfolios and assist them with their financial requirements in products like mutual funds, private equity, pms, angel, stocks, structured pms, real estate, ncd etc through my team.

 **Chief Manager in INDUSIND BANK (since DEC 2013-dec2014):**

* Generated awareness about the products and services through outdoor activities.
* Played a key role by focusing on customer engagement programs.
* Acquiring and managing relations with premium clients by evaluating, identifying their needs and providing adequate solutions to reach their financial goals.
* Focused on ongoing client servicing, query handling, client retention and dispute grievance.
* **Manager priority relation and management in IIFL (HYDERABAD SINCE FEB 2013-nov2013):**
* Generated awareness about the products through outdoor activities.
* Played a key role by focusing on customer engagement programs.
* Acquiring and managing relations with premium clients by evaluating, identifying their needs and providing adequate solutions to reach their financial goals.
* Organized my business through client reference, data mining and customer engagement events.
* **Branch manager in ICICISECURITIES LTD (VIJAYWADA: OCT 2012-FEB 2013):**
* With my experience in wealth management I mentored my team for overall development in product knowledge, relationship management, identifying client needs and hence successfully achieving their required targets.
* Responsible for branch P&L and adherence to compliance and process.
* Participation in various fairs for creating awareness about the quality of the products***.***
* **Wealth manager in HSBC INVEST DIRECT SECURITIES LTD (VISHAKAPATNAM:MAY 2010-OCT 2012):**
* Handling, managing portfolios and providing financial solutions to client hence generating revenue through life insurance, general insurance, mutual funds, mortgage loans, equity broking, ncd, deposit, structure products by outdoor events, customer reference, cold calling.
* Focused on ongoing client servicing, query handling, client retention and dispute grievance.
* **Branch manager in ICICI SECURITIES LTD(VISHAKAPATNAM: JAN 2007-MAY 2010 ):**
* Managing revenue through life insurance, general insurance, mutual funds, mortgage loans, equity broking, ncd, deposit, structure products by outdoor events, customer reference, cold calling.
* Conducted customer education seminars for updating clients on market scenarios and educating client’s value of financial planning for lead generation.
* Focused on client servicing, query handling, client retention and dispute grievance.
* **Marketing manager in HIRWAT (VISHAKAPATNAM: Jan 2005 – Dec 2006):**
* *I was handling entire Visakhapatnam & Hyderabad region for sales of textile & pharma division.*
* *Played a key role in liaison with government bodies for distributing uniforms to government schools.*

***ACHIEVEMENTS :***

During IndiaInfoline have won many contest organized by the company in products like life insurance, bond, ncd, general insurance, mf etc.

* Won contest in life insurance and went to countries like Colombo, Hong Kong, Bangkok, Thailand, Bali and Macao**.**
* During icici securities in oct my branch is delivering 100% in terms of target and over achieving in branch cost continuously till date.
* *I have ranked 2 in PAN INDIA for the period of 2010-2012 (HSBC Securities ltd).*
* *Got many rewards and recognition by my present and earlier organizations I worked with.*
* *I am continuously on* ***3rd & 4th rank*** *in Pan India in ICICI Securities since tenure.*
* *I have also won most of the local contests & all India contest organized by ICICI Securities.*
* *I have taken Hirawat’s business to a greater extent.*

**ACADEMIC CREDENTIAL**

* ***Professional Program in Executive Business Management (Marketing) 2019***

***WLC College India – Pursuing***

* ***Bachelors in Science (B. Sc.)-Passed 1st class(80%) 2002-2005***
* ***Andhra university - Visakhapatnam***
* ***Class XII-Passed 1st class(80%) 2001***
* ***BISSS8/B – B.S.City***
* ***Class X – passed 1st class(70%) 1999***
* ***Delhi Public School – B.S.City***

**SKILLS & CERTIFICATION**

* ***Well versed with windows2007/XP, MS OFFICE AND INTERNET***
* **AMFI QUALIFIED**
* **IRDA QUALIFIED**

**PERSONAL DETAILS**

* Date of Birth :27-02-1984
* Marital Status :Married
* Languages Known :English, Hindi, Bengali, Telgu
* Nationality :Indian

I hereby declare that all the information stated above is true and complete to the best of my knowledge and belief and nothing has been concealed or distorted.

Place:

Date: