**Ashwin Ajit Nigudkar**

Mobile :9325001092 Email :ashwin.nigudkar26@gmail.com

**Looking for career enrichment opportunities in Sales and Business Development with a**

**Growing Organization.**

**Core strengths include**

- Team Management - Sales & Marketing - Business Development

**Reliance Capital Asset Management Company Limited, Mumbai: Sep 2009 to till date:**

**Area Manager –Corporate Solution Group.**

**Accountabilities:**

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* Relationship Management with Key Corporate Accounts and Institutions.
* Understanding investment requirements of corporate treasury and advsing them on fund deployment.
* Delegation of responsibilities to Relationship Managers and key Distributors for acquiring new clients (Corporate/HNI/SME/FII and Insurance companies)
* Interaction with top management/ decision making authorities of existing/ new business corporate clients.
* Responsible for increasing market share of and incremental AAUM.
* Training and awareness programme of debt schemes for investment head of corporate and emerging institutions..
* Taking care of portfolio management of HNI clients.
* Identification Acquisition and development of new market/Business opportunity.
* Drive initiatives and campaign launched by HO.
* Prospecting, selling & managing corporate in the area.
* Ensuring compliance with regulations.
* Daily Branch MIS tracking identify and implement corrective action.

**Highlights**

* Promoted to Area Manger grade with “A” grade and 20% maximum qualification

bonus on CTC.

* Part of CEO Elite’s club highest recognition club in RCAM.
* Got appreciation certificate and trophy in AUM drive contest launched by National Head.
* Two times received star of the quarter award in PAN India also received appreciation mails from CEO and Group CEO.

**MetLife India Insurance Company Limited, Nasik: Since February 2007- August 2009 :**

**Sales Manager: Senior Sales Manager: Agency Manager**

**Accountabilities:**

* Daily Sales Monitoring of 8 Sales Managers for business and operational issues as
* an additional responsibility due to the absence of Agency Manager(Branch Manager)
* since May 2008.
* Managed a team of 2 C-WAD (Business Associates) for wholesale insurance

business on different sales pattern.

* Recruitment, Selection and Generation of Retail Life Insurance Business from the

team of Financial Advisors.

* Daily Team Meeting with Financial Advisors on a regular basis for product updates

and motivational functions.

* Attending all HNI Calls for Financial Advisors and guide customers for proper

product selection.

* Up selling different insurance products for existing customer base as per the

changed requirement of the client.

* Monitoring a team of 29 Financial Advisors & coordinating with Operations

Department for operational issues.

* Coordinating with Advisors and training department for regular updates as well as

knowledge enhancement.

**Highlights:**

* Achieved 200 % of Goal Sheet Target for the year 2007 and was promoted as

Senior Sales Manager.

* Achieved 300 % of Goal Sheet Target for the year 2008 for Senior Sales Manager
* 1 MDRT and 2 Conference Qualifiers produced for the Calendar year 2008.
* Achieved Rs. 90 Lakhs of Collected and Converted Premium for the year 2008.
* Qualified for Dubai, Europe and Switzerland Trip as a part of Annual Contests for

the year 2008.

**ICICI Bank Limited : May 2006 –January2007 :Team Leader**

**Accountabilities:**

* Handled a team of five financial planning consultants in Investment & Service dept.
* Generated business of Life Insurance, General Insurance, Mutual funds and various

investments from team members.

* Demat accounts opening.
* Coordinated with Sales Manager and Branch Managers to facilitate smooth business

enterprise.

* Generated leads from operational and back office employees of the bank.

**Scholastics:**

* **Master’s of Business Administration** (Marketing & IT and System) from ICFAI

University in 2006.

* **Bachelor of Science** (Computer Science) from Jivaji University in 2004.

**Summer Internship Project (On job training during MBA):**

* Project with **Development Credit Bank Limited** as **Trainee Market Analyst (Personal Loan)** for 4 months.

**Certification:**

* AMFI certified (Advisor module).

**Computer literacy:**

* **Platforms**: Windows 98 / 2000 / XP / VISTA, UNIX.
* **MS- Office** : MS-Word, MS-Excel, MS-Dos, MS-Project, MS-Access, MS-PPT
* **Languages** : C, C++
* **Others**: DBMS, Data Structure, Knowledge of Internet.

**Personal details:**

Date of Birth **:** 20th March 1984

Marital Status **:** Married

Address **:** Married

Contact No **:** 9325001092