

Garima Singh

Senior Relationship Manager

Experienced Senior Relationship Manager with a demonstrated history of working in the financial services industry, looking for an opportunities in finance domain.



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📍 Maharashtra, INDIA

WORK EXPERIENCE

Senior Relationship Manager ICICI Securities Ltd., Mumbai

07/2019 – Present

Mumbai

Achievements/Tasks

- Acquisition and servicing of High Net Worth customers.
- Acquiring new customers and manage existing client relationship, cross sell of all products.
- Suggesting the scrip to the client for trading and ensuring maximum profit to client as well as company.
- Handling portfolio of the client according to his/her nature of investment.
- Supporting centre managers in their day to day activities ensuring customer satisfaction.
- Going through Financial statements, analyzing reports and posting operation entries.

Equity Analyst Karvy Stock Broking Ltd

04/2018 – 09/2018

Mumbai

Equity Analysis on Banking Sector

Achievements/Tasks

- Acquainted with Financial Market by delivering leadership via establishing deep client relationships and high levels of service to clients.
- Minor analysis and research on Arbitrage trading project
- Learned strategies of equity market and financial planning of clients.

EDUCATION

PGDM(Finance) ITM Business School

06/2017 – 03/2019

CGPA: 6.8

BCom(Hons) National PG College

06/2013 – 06/2016

56.75%

Commerce Stream Hindustan Aeronautics Limited School, Lucknow

04/2012 – 06/2013

62.4%

Matrix 'X' Hindustan Aeronautics Limited School, Lucknow

02/2010 – 05/2011

78.4%

SKILLS

Microsoft Excel

Microsoft Powerpoint

Microsoft Word

Tally ERP9

PERSONAL PROJECTS

Global Success Foundation (Campaign on Transforming Youth) (10/2018 – 11/2019)

- Volunteered project "www.youinspire.in" where I worked on project theme "Transforming youth success and crowd funding" independently.

Treasury operations of Kotak Mahindra Bank

- The approach was to improve their investment plans, proves 'Ownership Mindset.' It was a group project where i led the team by finding the root cause and shortcomings..
- - Coordination in team with my interpersonal and creative skills in building and giving presentation on the behalf of TEAM, reflects the 'One Team' V&B.

SAFETY BELT exclusively for Women,

- By conducting E-cell event and working for team in odd hours as a constant support to end activities in Business plan where we designed a SAFETY BELT exclusively for Women, proved Customer Value.

CERTIFICATES

Certificate of Excellence

Certificate of Excellence in Mutual Fund(MFCA) by Regional Head of ICICI Securities.

Team Lead- Public Relation Events

As an Organizer of Public Relation Event at Ganesh Utsav and facilitated the team.

National Cadet Corps-2009 (19UPBN)

Secured 'A' Grade organised by Hindustan Aeronautics Limited NCC, Lucknow (A Certificate on NCC 19 UpBN)

International Maths Olympiad.

Secured 5th position at School level in International Maths Olympiad.

INTERESTS

Indo-Western Dance

Cooking

Travelling

Creativity with Designing