**SATYENDRA PUROHIT**

**E-mail:satyendrapurohit2012@gmail.com Mobile: +91 73533 10555**

**CAREER OBJECTIVE**

* Wish to associate with a progressive organization in the Mutual Fund industry and be an effective contributor by extending my practical inputs and in the process wish to learn new things and enhance my skills.

**WORK EXPERIENCE- (5+yrs).**

**1- Sundaram AMC Limited (Currently working as Assistant Manager- Institutional Sales, from 19th Dec 2013 to till date).**

Key Job Responsibility:

* To handle existing corporate clients and distributors and Increase the Avg. AUM by getting Mutual Fund sales regularly month on month in all categories like liquid, debt, equity & PMS.
* To meet all corporate clients and National distributors in the Mutual Fund industry and maintain very good relationship, give the right information in right time about market outlook and about our MF schemes.
* To prepare daily sales call report on regular basis with proper feedback from clients and MF distributors. `

Achievements:

* Achieved the 150 Cr. targets in all categories - Liquid, Debt open & close ended and thereby, exceeding the performance expectation.
* Added 9 additional corporates and opened new folios in the last financial year.
* By maintaining healthy professional relationship with clients and MF distributors, it helped me generate additional channel sales and reduce brokerage payments.
* Also, avoided paying deal specific additional brokerage thus, settling the matters locally

Awards & Recognition:

* Got recognition from our National Head-Sales for cracking 3 new corporates in the first month of joining Sundaram AMC.

**2- Birla Sun Life AMC Limited (Worked as RM- Senior Executive-Institutional Sales, from 6th of Aug 2012 to 17 Dec 2013)**

Key Job Responsibility:

* My KRA comprised of handling MF book of existing clients as well as expanding the base AUM of BSLAMC by acquiring new clients in the market.
* To provide enhanced level of service to clients (leads, prospects & existing) which will create an edge for me in the market.
* Timely reviewing portfolio of each and every client so that there should not be any opportunity loss to them.

Achievements:

* Was Able to expand my book size to Avg. AUM of 90 cr. from 60 cr. within a span of 1 year.
* Was able to acquire 14 new clients and 6 reactivations in the said tenure.
* Was able to create a prospective pipeline of 25 clients from raw lead base of 500 clients.

Awards & Recognition:

* Received *on the spot award* for acquiring 2 new clients & 3 reactivations in a month.
* Was awarded *Emerging team leader* in “Spark”-a workshop conducted on personality development.

**3- American Express Services India Limited (Worked as a Senior Relationship Officer-Consumer Cards-Institutional Sales, from 16th June 2010 to 4th Aug 2012)**

Key Job Responsibility:

* Generate, identify & conduct daily sales calls for getting appointment with the clients.
* Conducting Sales promotion eventsand other marketing activities to boost sales and revenue.
* Database generation of HNIs, Identifying potential market & helping network team to roll out.
* Demonstrated abilities to identify and implement best practices for business development and meeting all targets under any conditions, from sales to customer retention with high indices of customer satisfaction.

Achievements:

* Acquired 391 new individual clients and got the promotional activity done in 33 corporate campuses in two years.
* Achieved 105 % of the target given in the first year & 123 % in the second year.

Awards & Recognition.

* Got awarded with gift vouchers in almost all the city wise contests which took place.
* Got the star performer award for achieving the same numbers in the second year.

**QUALIFICATION HIGHLIGHTS**

* Completed MBA from **M.S. RAMAIAH INSTITUTE OF MANEGEMENT, Bangalore** with **64%** in marketing and finance in the year 2010.
* Completed graduation from **T.S.R. & T.B.K. DEGREE COLLEGE, Visakhapatnam** under **ANDHRA UNIVERSITY** with **69**% with **B. Sc** in the year 2008
* Passed **CLASS 12TH** with **57%** of marks from NSCB JUNIOR COLLEGE, Sambalpur, Odisha in the year 2005
* Passed **CLASS 10TH** with **66%** of marks from Csb Zilla School, Sambalpur, Odisha in the year 2003.

**KEY STRENGTHS**

* Experienced in telecommunication client handling.
* Flexible and adaptive towards changing environment and willingness to learn.
* Ability to prioritize and work under pressure.
* Exceptional observational, organizational and reasoning abilities.

**PERSONAL PROFILE:**

Name : Satyendra Purohit.

Father’s name : Mihir Kumar Purohit.

Date of birth : 05/07/1988

Sex : Male

Nationality : Indian

Marital Status : Married

Religion : Hindu

Permanent address : C/o- Gujrati Colony, Near Jalarm temple.

Sambalpur, Orissa, Pin-768001

Languages known : Odia, Hindi & English

**DECLARATION:**

I consider myself familiar with given aspects. I hereby declare that the information furnished above is true to the best of my knowledge.

Date:

Place: Bangalore (SATYENDRA NARAYAN PUROHIT)