RESUME

Deepak Shah

**Objective**

Knowledge is information and information is power to utilize my skill for keen environment wherein talent shows for creating organization history and compete against environmental competitors through the best power of knowledge.

**Professional experiences**

**Company: HDFCLIFE**

**Duration:** 24 June 2011 to Till now

**Designation: CAM – Corporate Agency Manger- Broca**

**Core onus area**

1. Providing services to delegated branches and improve their working by solving their problems regarding in financial products.
2. Develop rapport with Branch managers.
3. Provide Training at delegated Branches regarding enhancement of products cognizance and selling products strategies.
4. Regular reporting to headquarter in respect of performance of delegated branches.
5. Achieving assigned target through achieving all delegated branches’ Target.
6. Motivates branches to maintain brills’ customer Relationship and generate leads and quality sales.

Joined as SDM in HDFCLIFE since 24 June 2011

***Company: JRG Securities Ltd***

**Duration:** 23 Oct. 2010 to 31 May 2011

**Designation: Relationship Manager (Equity and Commodity mkts)**

**Core Responsibility Area**

1 Plan wealth management solutions according to clients needs keeping the

Circumstances in mind.

1. Guide for buying and selling equity and commodity as well handling of clients portfolios’.
2. Tracing out the prospective traders by exploring the existing and new database.
3. Getting appointment from clients as per their convenience.
4. Setting of service issue if complaint encounters in operation.

***Company: HDFC BANK***

**Duration:** 21 July 07 to 30 Jan. 08

**Designation: Sr. Sales Officer**

**Key Responsibility Area**

1 Tracing out the prospective account by exploring the existing and new database.

2 Getting appointment from clients as per their convenience.

1. Briefing the product as per account’s requisition once get the opportunity.
2. On and on follow up with prospective clients to convert them.

5 Log in of account as per policy laid down.

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| **Education** |

* **MBS** in **FINANCE** fromPune University with 62%.
* **MCOM** from IGNOU with 54 %, Pune.
* **PGDBM** in **FINANCE** fromPune University with 64%.
* **PGDIBO** in **INTERNATIONAL BUSINESS** from IGNOU with 57%.
* **BBA in FINANCE** from DAVV University Indore with 58%.
* **B.COM** from IGNOU with 53 %, Indore.
* **HSC** from NOS Delhi in commerce stream with 50%.
* **SSC** from UP Board with 60%.

**Financial Certification**

1. A Beginners' Module, NCFM with 71%.
2. Capital Market (Dealers) Module, NCFM with 57 %.
3. Derivatives Market (Dealers) Module, NCFM with 87%.
4. Commodities Market Module, NCFM with 73%.
5. NSDL Depository Operations, NCFM with 70%.
6. NCMP – Level 2’ certification

**Computer Cognizance**

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| Operating System | **:** | Windows 95/98/2000/XP, Ms-Dos |
| Programming Languages | **:** | C, C++(NIIT) |
| Application Software | **:** | MS-Office |

### **Other Achievements**

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| # | Shotokan Karate (Grade-6KYU, MPSKA). |
| # | Participation in India brand Guru Quiz 2003 (Indore). |

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| *Personal Details* |

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| Date of Birth | **:** | 12th April 1983 |
| Gender | **:** | Male |
| Marital Status | **:** | Single |
| Father’s Name | **:** | Late Shaloni Shah |
| Mother’s Name | **:** | Shakuntala Devi |
| Language Known | **:** | English, Hindi |
| Address | **:** | 403/B-4 golden nest, map khan nagar, marol naka , Andheri (E)  Mumbai – 400059 |
| Hobbies | **:** | Browsing, Karate and etude of equity research |
| Email | **:** | Shah27deepak@yahoo.com |
| Contact No | **:** | 9970302377 |

Thank you for exploring my resume. Please let me assure you that given an opportunity, I shall spare no efforts in proving myself worthy of your choice.

Yours faithfully

**(Deepak Shah) Date:**

**Place:**