

HARSHAD JOBANPUTRA

SUMMARY:

- Accomplished Marketing professional with demonstrated success in developing and implementing strategic approaches to drive market growth and bottom-line profitability. Strong communicator with natural leadership talent and high energy. Impactful and successful manager proficient in building teams and motivating personnel to new levels of performance.

EXPERIENCE:

Wealth Manager (Deputy Manager-||), 10/2020 to Current ICICI Bank – Ahmedabad, India

- Interviewed clients to determine current income, expenses, insurance coverage, tax status, financial objectives, risk tolerance and other information.
- Based on profiled and analyzed investment products to devise financial strategies, meeting client financial needs and forecasting opportunities with high returns on investments and educated client on benefits of each
- Resolved interpersonal conflicts by listening, finding common ground and building relationships.
- Exceeded customer satisfaction by finding creative solution to problems.

Intern, 02/2019 to 05/2019

Reliance Jio Infocomm, New Mumbai, INDIA

- Call the store managers and collect insights about the general operational issues by taking day to day follow up and analyzing the general trend using previous data on the market.
- Increase the market share in the rural segment.
- Enhance the productivity of Retail stores as well as channel partner or retailer.
- Increase the SIM activation, IMEI activation and Mobile Number Portability (MNP)
- Onboard new retailer stores in Rural areas
- Maintain the productivity of sales and activation of services and products.

EDUCATION AND TRAINING:

- PGPM (Post Graduate Program in Management), Marketing, 03/2020
ICFAI University, Mumbai
- Bachelor of Engineering (Electrical Engineering), 01/2018
Vishwakarma Government Engineering College – Ahmedabad
- Diploma, Electrical Engineering, 01/2015
Atmiya Institute of Technology & Science (AITS) – Rajkot

LANGUAGES:

- Gujarati: First Language
- English: Upper Intermediate
- Hindi: Proficient



CONTACT:

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SKILLS:

Friendly, Positive attitude

Critical Thinking

Reliable and Trustworthy

Problem resolution

Time management

Adaptability

Strong attention to detail

Good organization and planning skills

Brainstorming ideas & Devising creative methods for promoting and distributing products

WEBSITES & PROFILES

<https://www.linkedin.com/in/harshad-jobanputra-ab77b8169>

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