

# **CURRICULUM VITAE**

## **Nagender Kumar**

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### **CAREER OBJECTIVE**

To obtain a long-term career with an organization, which has a strong background and which will provide good opportunity for enhancement of professional and personal status.

### **HIGHLIGHTS**

- Strong Troubleshooting and Problem-solving skills, having fast learning capabilities.
- Responsible and Self-motivated, with strong Organizational skills.
- Exposed to extreme programming.

### **WORK EXPERIENCE**

- Working as an Assistant Manager with **Kotak Securities Ltd., CP** from **Oct, 2013** to **till now**.
- Worked as an **Associate** with **ICICI Direct, Noida** from **Oct, 2012** to **Oct, 2013**.
- Worked as a **Senior Associate-Operations** with **Religare Corporate Services Ltd., Noida** from **Nov 18, 2009** to **Aug 6, 2012**.
- Worked as a **Customer Care Executive (CCE)** with **Teleone BPO services Ltd., Pitampura** from **Apr 2009** to **Sep 2009**.

### **ROLE & RESPONSIBILITY (Kotak)**

- Responsible for new client acquisition, building new relationships and increasing depth in existing relationships with high net worth clients
- Clients Accountable for developing and implementing an integrated customer marketing plan, which addresses wealth creation, wealth preservation, wealth enhancement achieved through an in-depth analysis of the client's profile so as to identify opportunities and match these opportunities to products/solutions provided by the organization
- Organization will be responsible for primarily selling equity based investment products.
- Responsible for achieving targets as assigned by the organization on a monthly basis
- Understand clients risk profile and maximizes the 'risk vs. reward' balance by optimizing product mix.
- Comply with KYC/SEBI rules, regulations, and legislation governing the financial services industry
- industry Provide regular updates to the immediate superior as and when required
- **"Power of Selling and The pitch" training given by Kotak securities.**

### **ROLE & RESPONSIBILITY (Religare)**

- Handled D-Mat a/c opening Process. Basically all calls related Equity Market, Commodity Market, and give the all information of D-mat a/c & stock market.
- Given the information about Currency, Equity, Commodity, IPO, Mutual Fund, Futures &

- option & etc.
- Managed the grievances which was raised by customers and solved their problem by as soon as Possible.
- Solve all the problems on Software & browser based online trading platform.
- Help to login in CRN (back office).
- “CRN” a type of software build in Race pro application.
- Intraday bites & market news email.
- Helping to the customer in trading system & gives them to intraday call for profit base, Its field & office both type of work ‘In office, I had to attend the calls related to technical problem.
- I had been worked with technical support team as tech supporter and there is my roles was attending the customer call by CRM software and solved the problem.
- I had been worked with communication team and my role was there, gives the services to the internal employees for business enchase purpose and as well as I have to coordinate with telecom companies for problem troubleshooting to sim cards and their services activation & plans ( Airtel & Vodafone ).

### PROFESSIONAL QUALIFICATION

- I have done **Retail Management** Course From **PRAYAS INSTITUTE**.
- I have done Equity, Currency, Commodity & those courses of relevant to the stock market from **Religare Academy**.

### ACADEMIC QUALIFICATION

- Pursuing MBA (Banking and finance) 2<sup>nd</sup> year from Bharthier University (TN).
- Completed graduation in BBA from **IGNOU**.
- 12<sup>th</sup> Passed From **NIOS** Board in Delhi.
- 10<sup>th</sup> Passed From **CBSE** Board in Delhi.

### AHIEVMENTS

- I had received Best performer certificate for NCA score for the month of May-2013 in ICICI Direct.
- I had received Best Performer Certificate for Retail Broking in April, 2011 in Religare.
- I have got the Project of Fixed Assets Verification for Branch Assets Management (pan India based) from **Religare Enterprises Ltd**.

### SKILLS

- Practical Exposure to stock market also possessing a great convincing skill.
- A Confident person with great interactive skill.
- Real time experience to on line trading.
- A Sound knowledge regarding all the financial products & services.

### COMPUTER KNOWLEDGE

Operating System	:	DOS, Window-98/2001/2003/XP/Vista/7 & 8.
Language Knowledge	:	‘C’ With Data Structure, UNIX, C++.
Packages Worked on	:	MS-Office XP, MS-Office 2003, MS-Office-2007.

## **PERSONAL PROFILE**

Father's name	: Sh. Ram Parshad Dass
Permanent address	: H.no:-410 Vishwanath Puri Bhalshwa Dairy Delhi-42
Date of birth	: 4 <sup>th</sup> Aug 1989
Nationality	: Indian
Marital status	: Unmarried
Languages known	: Hindi & English

## **DECLARATION**

- I consider myself familiar with Hardware Maintenance & Installing. I am also confident of my ability to work in a team.
- I hereby declare that the information furnished above is true to the best of my knowledge.

**Date:**

**Place: DELHI**

**Signature.....**