

Kamini Ranganathan Iyer

CONTACT

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OBJECTIVE

To pursue a highly challenging and creative career where I can apply my existing knowledge, acquire new skills and contribute efficiently to the organization.

WORK EXPERIENCE

Axis Securities Ltd.

29th September 2014 — Present

Executive

- Trading on behalf of the Clients and Activating Inactive Clients.
- Communicating Intra-day Trading calls And Investing Ideas To Customers.
- Maintaining Regular Relations with the Clients Identifying Customer needs.
- Assessing their Risk Appetite.
- Giving recommendations to Clients on their Equity Portfolio.
- Ability to Advise the Clients from Time to Time based on the Research Advise.
- Generating Brokerage And Volume To The Branch.
- Recommending & Selling appropriate Brokerage plans as per Customer's Trading requirements.
- Identify And Develop New Streams For Equity Revenue Growth.
- Maintaining Cordial Relationship With Existing Clients.
- Achieve Laid Down Budgets W.r.t Revenue Generation And Client Activation.
- Cross Selling Mutual Funds the Customers as per their requirement.
- Taking Confirmations from the customer's before activating their CEDT on behalf of the Branch executive.

Link Intime Ltd.

**10th June 2014 — 20th August
2014**

Executive

- Registration of NECS / ECS / IFSC / & Updating bank details of the customers in the system.
- Uploading & Updating 15 G / H.
- Processing Duplicate & Name Correction on Certificates.
- Solving Queries of the Customers via Emails & Letters.
- Updating Clients Address and PAN Details.
- Intimating Dispatch.
- Issue of New Bond Certificate to the customers in various cases.
- Coordinating & Communicating with Bank for Issuing Fresh DDs.

QUALIFICATIONS

- Certified in Beginner's module of NCFM.
- Certified in NISM-Series-V-A: Mutual Fund Distributors.
- Certified in NISM-Series-VIII: Equity Derivatives.

EDUCATION

**Bachelor of Commerce in
Financial Markets [BFM]**

June 2011 — July 2014

K. J. Somaiya College of Arts & Commerce

- BFM from K. J. Somaiya College of Arts & Commerce , Mumbai , Mumbai University with 71 in 2014.
- 12th from S. K. Somaiya Vinay Mandir , Mumbai , Mumbai University with 67% in 2011.
- 10th from Kilbil ST. Joseph's High School , Pune Board , Nashik with 63% in 2009.

INTERESTS

Music, Painting