

# POOJA THAKUR

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## OBJECTIVE

Seeking a position to utilize my skills and abilities that offers professional growth while being resourceful, innovative and flexible.

## PROFESSIONAL EXPERIENCE

### RELIANCE MONEY SOLUTIONS PVT. LTD.

**Industry :** Financial services/ Broking/ Distribution

**Functional area:** Financial services, investments, insurance

**Designation: Senior Relationship Manager** 8<sup>th</sup> May2014 till Present

- Conducting need based presentations.
- Analysing different Mutual Funds along with peer comparisons and returns.
- Better understanding towards ratings for bonds and input for portfolio management.
- Conducting various theme based activities regularly to make people aware about the new product offerings.
- Assisting HNI customers with their overall investments.
- Maintaining Master MIS of Mutual Funds and Portfolio Management Investments, Renewal Collection of Life and General Insurance policies sold.
- Briefing junior level sales staff about KYC requirements for Online Trading, Demat Accounts and mutual fund investments
- Resolving client issues
- Better knowledge of IPO,NFO, NCD,NPS,PE and real estate structured deals.
- Strict implementation of KYC Norms at all interfaces

## ACADEMIC RECORD

Qualification	Institution	Year	%	University/Board
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Masters of Management Studies (Marketing)	MGM's Institute of Management Studies & Research	2014	73.75 %	Mumbai University
Bachelor of Science (Information Technology)	U.E.S. Senior College of B.Sc IT	2012	74.70 %	Mumbai University
H.S.C	U.E.S. Junior College of Science & Commerce	2009	75.17 %	Maharashtra Board
S.S.C	S.C.S. High School, Jasai	2007	84.30 %	Maharashtra Board

### EXTRA CURRICULAR ACTIVITIES/ ACHIEVEMENTS

- Facilitated as ' SUPERSTAR' of Q3 & Q4, 2014 and Q2 of 2015
- Participated in winning team of women soccer league 2015 for Reliance Money Mumbai division.
- Participated in E4 Summer Project Competition.

### INTERNSHIP PROJECTS

- **HINDUSTAN UNILEVER LTD.** (2 months)  
**Role:** Management Trainee  
**Title:** Impact of Packaging & Sales Promotion Techniques on Consumer buying with respect to HUL Personal Care Products.  
**Overview:** Study about the various packaging and sales promotion techniques used by Hindustan Unilever Ltd to attract customer base and turn up as the number one marketing company of India.
- **AMUL INDIA LTD.** (2 months)  
**Role:** Management Trainee  
**Title:** Awareness & Promotion of Amul Fresh Products in New Panvel.

**Overview:** Identify the reasons behind the sales failure of Amul in New Panvel and Panvel area and to find a solution over it.

- **7 MELON** (1 Month)

**Role:** Sales Executive

**Title:** Marketing analysis of 7 Melon.

**Overview:** 7 Melon is a smartcard multinational company. My role at 7 Melon was to make tie-ups of various garments, accessory, grocery, footwear shops & hotels in Mumbai & Navi Mumbai with 7 Melon with an agreement of 1 year.

## TECHNICAL SKILLS

- Software Applications: Microsoft Office (Excel, Word, Power Point)
- Adv. Java, c, c++, vb, SQL

## PERSONAL DETAILS

- Date of Birth : 23<sup>rd</sup> June 1992
- Father's Name : Pandurang Gopal Thakur
- Hobbies : Travelling, Music, Sports, Drawing
- Languages Known : English, Hindi, Marathi