

BRIJESH DHIMAN

MALE, DOB: AUG19, 1989
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OBJECTIVE

To work with a reputed financial institution that will benefit from my sales experience, positive interaction skills and marketing abilities.

SCHOLASTIC RECORD

2012	MBA (Marketing)	IIPM, Delhi
2010	B.Sc.(Non-Med)	Himachal Pradesh University
2006	XII	Himachal Pradesh Board
2004	X	Himachal Pradesh Board

WORK EXPERIENCE

Kotak Securities Assistant Manager Dec2012- Till Date	
Responsibilities	<ul style="list-style-type: none"> Responsible for new client acquisition for Savings, Demat and Trading Accounts. Responsible for primarily selling equity based investment products and achieving targets as assigned by the organization on a monthly basis and generate revenue. Maintain and develop customer relationships and new business.
Life Insurance Corporation of India Insurance Advisor July2009-July2010	
Responsibilities	To advice the customers about the product and generate the business by selling the product.

SUMMER INTERNSHIP

Maruti Suzuki Sales & Marketing 8 weeks (Jun'11 to Aug'11)	
Project	Enhancing the performance of Retail sales channel of Maruti Suzuki
Responsibilities	The opportunity to interact with customers in Maruti Suzuki resulted in developing problem defining skills, formulating research design, corporate etiquettes, and real time exposure to client that boosted my confidence level and help me to learn the value of deadline.

OTHER PROJECTS

MBA Degree Project	
Project	<ul style="list-style-type: none"> Identification Of HRD policies of GMR Airtel Marketing Mix Overview of HCL Technologies

ACHIEVEMENTS

- Certificate of Appreciation in the contest run by Kotak Securities 2013-2014
- Certificate of Excellence in Organizing Committee-Event Management

Extra-curricular

- Participated in inter hostel cricket tournament
- Participated in Debate Competition
- Participated in Dance Competition