

PRAVEEN KUMAR
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Career Objective:

Strong Conceptual, Leadership, Team Building & Organizational Skills, Enthusiastic, diligent and competent professional Seeking a Sales/Marketing assignment in career growth oriented financial sector where I can utilize my skills in achieving organization and personal goals.

Work Experience:

Organization	L&T Finance
Designation	Relationship Manager
Duration	June 2014 Till Date

Job Responsibilities:

- ⌚ Generating Business from Existing Clients and L&T Group Company Clients.
- ⌚ Doing Financial Planning for Clients and giving a solution of Investments
- ⌚ Following products were the priority –
- ⌚ Mutual Fund, Fixed Income Plans (Corporate FDs, NCDs), Health Insurance, Home Loan, Home Insurance, Life Insurance & Loan Against Property
- ⌚ Attending daily calls and conducting sales activities in L&T Group Companies
- ⌚ According to client's goals and priorities of goals providing them suitable solution
- ⌚ Time to Time updating about the Market and help them to switch between funds or changing portfolio
- ⌚ Maintain Relationship with existing clients and up sale from them.
- ⌚ Maintaining Daily Sales Report
- ⌚ MIS Reporting

Organization	ICICI Prudential Life Insurance Co. Ltd
Designation	Senior Financial Service Manager
Duration	November 2011 to June 2014

Job Responsibilities:

- ⌚ Supporting ICICI Securities Ltd for Business Development of Life Insurance products.
- ⌚ Responsible for providing training and business development to RMs and BMs of ICICI Securities Ltd.

- ⌚ Attending daily basis calls of RMs and BMs of ICICI Securities, Responsible for achieving the target.
- ⌚ Positioning Life Insurance Products in the need of client and comparing with other financial products which are available in the market
- ⌚ According to client's goals and priorities of goals providing them suitable solution
- ⌚ Time to Time updating about the Market and help them to switch between funds or changing portfolio
- ⌚ Maintain Relationship with existing clients and up sale from them.
- ⌚ Maintaining Daily Sales Report
- ⌚ MIS Reporting

Organisation	ICICI Prudential Life Insurance Co. Ltd
Designation	Associate Financial Service Manager
Duration	October 2009 to October 2010

Job Responsibilities:

- ⌚ Supporting ICICI Bank for generating Life Insurance Business
- ⌚ Meeting walk-in customers while servicing them mean while presenting Life Insurance plans
- ⌚ Positioning our product in need or goal of client's
- ⌚ Achieving the target in given period of time
- ⌚ Comparing our products with other financial products
- ⌚ Meeting commitments on daily, weekly and monthly basis
- ⌚ Maintaining Daily Sales Report

Experienced challenge of a business setup in Bijapur from November 2010 to October 2011

Key Achievements:

- ⌚ **Top Performer in MF Dashboard in L&T Finance, July 2014**
- ⌚ Awarded **“Best Performer in 2012”**
- ⌚ Qualified two times **SVP (Senior Vice President)** club forum in 2013
- ⌚ Gained best ratings in **FY2011, FY2012 & FY2013**
- ⌚ Got very good multiple financial products knowledge through **Certified Financial Planning (CFP)** studies and ICICI Securities Vertical

Academic Qualification:

Discipline	Domain	University	Year of Pass.
MBA	Marketing	Bangalore	2008
B A	Statistics	Gulbarga	2006

Additional Qualification:

- ⌚ Pursuing **Certified Financial Planning (CFP)**
- ⌚ NiSM Certified- **Mutual Fund Advisor**
- ⌚ IRDA Certified- **General Insurance Advisor**

Technical Skills:

- ⌚ Proficient in MS-Word and MS-Power Point
- ⌚ Good Experience in Outlook express.
- ⌚ Proficient in Excel finding all Time Value of Money and Financial Planning

Strengths:-

- ⌚ Having strong inter-personal, verbal, communication & presentation skills.
- ⌚ Having sufficient knowledge to position all financial products with need of clients.
- ⌚ Good Motivator for RMs and BMs to generate Life Insurance Business
- ⌚ Delivering the best under pressure and Enjoy challenging work environment.
- ⌚ Leadership Skills
- ⌚ Able to handle multiple assignments under high pressure.
- ⌚ Willingness to learn new, good team player and hard work.

Reference will be provided on Request.

Personal Details:

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|-----------------------|---|---|
| Date of Birth | - | 16 th August 1984 |
| Permanent Address | - | Praveen Kumar. s/o G D Kumani
#102, Vazra Hanuman Nagar
Opp: Daffodils School
Bijapur 586 401 |
| Communication Address | - | Praveen Kumar
No 30/A, 3 rd Floor,
1 st Floor, 17 th Cross,
B.K. Nagar, Yeshwanthpur
Bangalore 560 022 |
| Marital Status | - | Married |
| Languages | - | English, Hindi, Kannada |

Declaration:

I hereby declare that the above written particulars are true to the best of my knowledge and belief.

Date:

Place: Bangalore

PRAVEEN KUMAR