

## PRASHANT KUMAR NIGAM

[nigprashant@gmail.com](mailto:nigprashant@gmail.com)

+91 9015324075,8588832784

### PROFESSIONAL EXPERIENCE (TOTAL 5 YEARS, 5 MONTHS)

Current Organization :	ICICI Securities Ltd.
Location :	New Delhi
Designation :	ASSISTANT MANAGER – Centre Sales
Date of Joining :	18 <sup>th</sup> June, 2012 TILL DATE

### COMPANY PROFILE

✚ **ICICI Securities Ltd.** is an integrated securities firm offering a wide range of services including investment banking, institutional broking, retail broking, private wealth management, and financial product distribution. The online **ICICIDIRECT.COM** platform is not only offers convenient ways to invest in Equity, Derivatives, Currency Futures, Mutual Funds but also other services Fixed Deposits, Loans, Tax Services, NFO, NCD, IPO, Portfolio management services and Insurance are available.

#### ✚ ROLES & RESPONSIBILITIES:

- To meet revenue targets across a certain set of customers by nurturing client relationship and providing solution to the customer by evaluating their financial needs.
- To deliver the desired revenue target numbers
- Cross-Selling to existing customers & Acquisition of new customers
- Financial planning of the customer
- To provide solutions to the Customer as financial needs
- To systematically execute the sales process to facilitate delivery of revenue targets
- Preparing and maintaining Sales Call reports and all relevant MIS.

#### ✚ ACHIEVEMENTS:

- **Consistent Revenue Performer with GOLD PLUS** from last 2 years.
- Achieved **25Lac revenue in FY 2014-15**.
- **Top performer in North Zone** for Equity & Derivative Retail.
- **Pan India under Rank 50** in Life Insurance & Achieved 26 Lac in FY 2014-15.
- **Two Times Top Rank 10** in Final Frontier at GOA Summit Contest for life insurance.
- **Under Rank 10 for Mutual Fund & Wealth Performance** in category & Achieved **3.25Cr. Mutual Fund & 1.25Cr. Wealth** in FY 2014-15.
- **5 times Award winner in Retail Product** like; financial planning & financial learning Program.
- **Highest conversion & Acquisition in North Zone** from last two Quarter.

### PAST EMPLOYER

Previous Organization :	SHAREKHAN LTD.
Location :	NEWDELHI
Position Occupied :	SENIOR SALES EXECUTIVE
Date of Joining :	20 <sup>th</sup> March, 2010
Leaving Date :	31 <sup>st</sup> May, 2012

### JOB PROFILE

✚ Sharekhan Ltd is India's leading online retail broking house. Launched on February 8, 2000 as an online trading portal, Sharekhan has today a pan-India presence with over 1,529 outlets serving 950,000 customers across 450 cities. It also has international presence through its branches in the UAE and Oman. Sharekhan offers services like portfolio management, trade execution in equities, futures & options, commodities, and distribution of mutual funds, insurance and structured products. .

## RESPONSIBILITY

- Handling customer's complains and queries regarding their account opening and assisting them at the branch
- Maintaining relationship with existing clients
- Cross-Selling to existing customers & Acquisition of new customers
- Financial planning of the customer
- To provide assistance in equity, commodity, currency and mutual funds.
- To systematically execute the sales process to facilitate delivery of revenue targets
- Preparing and maintaining all relevant MIS





## ACADEMICS

Course	Institute/College/School	Board/University	Subject
MBA	R.K.G.I.T. Ghaziabad	UPTU LUCKNOW	Mkting & Fin.
BSc	BND College KANPUR	CSJM KANPUR	Physics & Maths
XII	Gandhi Vidya Peeth	UP	Science
X	K.A.I.College	UP	Science




## SUMMER TRAINING

Study on product of **life insurance with KOTAK LIFE INSURANCE**. Completing desired project, target and learn about need analysis and cross selling.

## PROJECTS UNDERTAKEN AND INDUSTRIAL TRAINING

-  Pursuing **CFP™** through FBSP INDIA
-  NISM Certified for mutual fund.
-  IRDA Certified for insurance and
-  NCFM Certified in commodity market.

## SKILLS

-  MS Office (MS Power Point, MS Excel, MS Word), Windows, SPSS, i Task (Project Management), Picasa, Adobe Photoshop, etc.
-  Market Research, Team Management, CRM, New Business Development, Competitive Analysis, Key Account Management.
-  Online marketing and selling presentation (**CO-Founder of AADYA Designing Solution**).

## PERSONAL INFORMATION

**Date of Birth:** 25<sup>th</sup> April 1986

**Languages Known:** Hindi and English

**Hobbies & Interest:** Solving Su-doku, Playing computer games and listening music

**PRASHANT KUMAR NIGAM**  
New Delhi