

**HARI MOHAN SHARMA**

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<b>Career Objective:</b>	My aim is to associated with the organization , where I can utilize my skills and gain further experience while enhancing company's productivity and reputation
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<b>Core Competencies:</b>	Business Development with Strong strategic planning in the domain of Securities, debenture, wealth management, portfolio management, and various financial products and services.
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QUALIFICATION	BOARD/ UNIVERSITY	YEAR OF PASSING
Post Graduate Programme in Management (PGPM)	Asia Pacific Institute of Management Studies	2010
Graduation B.Sc., with Math & Electronics	Jiwaji University, Gwalior (M.P.)	2005
10+2	M.P.Board	2002
Class X	M.P.Board	1999

**Professional Summary:**

- Results oriented, high energy & hands on experience with a good analytical approach.
- Team Player Skills, Excellent Communication & presentation skills, and Multi tasking oriented personality.
- Business development with Project & channel sales through market research
- An engaging, professional communicator with the ability to put others at Ease & quickly building relationships based on mutual trust and benefit.
- Decisive and results-oriented business professional with outstanding leadership.
- Task oriented, independently productive worker with ability to organize team efforts.
- Ability to interact and handle clients with easy.
- Ability to constantly upgrade knowledge base and skill sets.

**Strengths :**

- Marketing Strategy, Business Planning , Market Research
- Ability to work in a team with flexibility
- Excellent Communication & Presentation Skills
- Ability to achieve targets under pressure
- Good at both Analytical & Logical Skills
- Good to retain the customer relationship

**Present Experience :**

**Muthoot Fincorp Ltd.-** as an Assistant Branch Manager

**Duration:** 24<sup>th</sup> Nov. 2011 to till date

**Job Responsibilities:**

- Assisting the branch manager internal control and support the staff in their routine duties and to do the duties of branch staff voluntarily.
- To ensure efficient & courteous service to the customer and effective supervision as well as control over the performance of duties by all branch staff.
- Ensuring compliance with the laid down procedure/process as well as the rectification of the irregularities commented in the inspection/audit report.
- Responsible to handle any other function delegated by the branch manager from time to time.

**Past Experience :**

**Canal Street Investors Paradise Ltd. –** as an Assistant Manager.

**Duration:** 1<sup>st</sup> Feb 2010 to 15<sup>th</sup> Nov.2011

**Job Responsibilities:**

- Creating new prospective markets for the company.
- Profiling Customers and provide Products to meet customer needs.
- Providing Financial Planning & Investment Advice.
- Developing and maintaining long term sustainable Relationship with clients

**Bonanza Portfolio Ltd.-** as a Relationship Manager.

**Duration:** March 2010 to Jan 2011

**Job Responsibilities:**

- Creating new prospective markets for the company.
- Handling perspective and existing account for various products such as; equities, derivatives, e-broking, Portfolio management, wealth management, mutual funds, commodities, IPOs and depository services.
- Profiling Customers and provide Products to meet customer needs.
- Providing Financial Planning & Investment Advice.
- Developing and maintaining long term sustainable Relationship with clients

<b>Personal Data:</b>		
<b>DATE OF BIRTH</b>	<b>GENDER</b>	<b>MARITAL STATUS</b>
1 <sup>st</sup> July,1982	Male	Married

**Date:**

**Place:**

(Hari Mohan Sharma)  
**SIGNATURE**