

CURRICULUM VITAE

PIYUSH JAIN

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Specialization : Marketing

Education Qualifications:

COURSE	INSTITUTION	AFFILIATION/BOARD	YEAR	(%)
PGDM (Marketing)	Indira School of Business Studies, Pune	A.I.C.T.E, New Delhi	2012-2014	69 %
B.Com	Co-Operative College	Ranchi University	2007-2010	61 %
HSC (Com)	A.A.E.S	I.S.C	2004-2007	76 %
SSC	B.S.S.P.C.W	C.B.S.E.	2004	52 %

Work Experience:

Company: - **Reliance Money Solution Pvt Ltd**

Duration: - **April 2014 – Till Date**

Designation: - **Relationship Manager**

Details: -

- Managing Client's Portfolio.
- Encouraging clients to Invest into various Instrument like **Mutual Funds, Shares, FDs, Bonds, and Policies etc.**
- **Finding New Prospects for Investments.**
- **Increasing AUM for the Company**

TechTonic.in a Socio Commercial site which promote services for IT needs at your door, work promoted to make efficient use of the resources, promote sales through Advertisement ideas, taking customers feedback, providing services at a prominent rate, ideas to compete with other.

Project Details:

SIP-Post Graduation:

Company : Birla Sun life Asset Management Company (Pune)

Project Title : A Study of Customer's Inclination towards Mutual Fund Investment

Duration : Two Months (May 2013 – June 2013)

Details:

- **To understand** the different investment options provided by Birla's Mutual Funds through its Mutual Fund schemes.
- **Understanding** the attitude and behavior of the distributors and Channel Partners towards BSL AMC.
- **Adopted** the preference parameters for selling a particular fund.

Live Project:

Company : Future Group (Big Bazaar and Food Bazaar)

Duration : 1 week

Details :

- **Accelerated** the revenue of Big Bazaar and Food Bazaar.
- **Generated** Rs. 70,000/- revenue for the company within a week.

Achievements:

- **Awarded as No.1 RM Pan India 2014-15 in RMSL for Life Insurance.**
- **Qualified for Foreign Trip Pan India for over achievement (Dubai, Bangkok & Malaysia).**
- **Awarded Pan India Best Employee for Insurance in Q2 2014 in Reliance Money Solution Pvt Ltd.[RMSL]**
- **Recognition for Outstanding performance and Revenue contribution for the company in the month of June, July ,August & September in RMSL.**
- **Awarded as Rock Star for over achievement in Q1.**
- Received meritorious position in **Math Olympiad** in level 3.
- Represented as a **House Captain** for the sports event.
- Represented the school for the **Inter School Cricket Tournament.**

Additional Qualifications:

- **Currently undergoing 250-hour comprehensive** Performance-based Leadership Development Programme **by** Stratecent Consulting, **and have acquired the following skills:**
 - **Negotiation Skills**
 - **Problem Solving Skills**
 - **SPIN Selling**
- **Underwent a programme under “la salle matrix thinking” by** Mr Roger La Salle.

Technical Expertise:

- **Package known** : MS Office 2010, Tally 9.
- **Operating System** : DOS, Windows OS, Latest Windows 8.
- **Computer Hardware** : Basic Configuration and Hardware.
- **Socio-Commercial Site** : www.TechTonic.in

Extra-Curricular Activities:

- Performing as a **Co-Curricular Committee** member in College.
- Participated in Inter school **Science Exhibition, G.K Quiz, English Language competition**, Painting competition, Nation Academic for Art Education.
- Participated in **River Rafting and Tracking Competition** with Madam **Bachendri Pal** organized by TSAF (TATA STEEL ADVANTURE FOUNDATION).
- Stood 3rd in the Short play Event organized by the Horlicks.
- Worked with **Edu-care**, for making precious voluntary contribution for the welfare of needy children.
- Awarded **Ambedkar Prize** for Exceptional Improvement.

Personal Details:

Strength

- Self-Discipline
- Self-Driven Approach
- Leader / Team Player
- Positive Attitude

Date of Birth : 16/12/1987

Languages : English, Hindi & Marathi.

Marital Status : Single