CURRICULUM VITE

**Rajnish Kumar Email:rajnish.kcc@gmail.Com**

**House No.99**

**Badarpur Delhi. Contact No.: +91-9540873513**

**+91-7838988640**

**OBJECTIVE**

A position that will utilize my strong research, organizational, and teamwork skills in order to contribute to the growth of the company.

**WORK EXPERIENCE**

**9th January 2012 to 17th Jan2015 in ICICI SECURITIES LTD.**

**Industry :** Broking

**Company Name :** ICICI Securities Limited

**Designation :** Relationship Manager (Retail sales)

**Period of Work :** From 9th January 2012 to 17 jan 2015

**Role and Responsibilities:**

Responsible for portfolio management to mapped HNI And Retail Customer and open D-mat com Saving account in monthly basic , and sell all types of financial product like Personal Loan, PMS, Mutual fund, Corporate Fixed deposit, life Insurance, Home Loan, Prepaid, Financial learning program , and generate monthly basic revenue offline and online . And acquisition a clients, by data calling, for Equity and investment.

**Presently working in Kotak Securities as Assistant Manager (Acquisition) from 27 January 2015.**

1.  Revenue Generation through New Client Acquisition

2.  Revenue generation through online as well as offline Trading Customers.

3.  Opening 3 in 1 (Saving, D-mat and trading) account.

4.  Activating Dormant Trading Accounts to generate revenue.

**PROFFESSITIONAL EDUCATION**

Two Years full –time post graduate program in Marketing & Human Resource (2010-2012)

PGDM in MARKETING & HUMAN RESORCE MANAGEMENT this is (Dual Specialization) from KCC INSTITUTE OF MANAGEMENT GRETER NOIDA U.P. (2010).

**PROFESSIONAL QUALIFICATION**

* AMFI NISM
* IRDA

**EDUCATION CRENDENTIALS**

|  |  |  |
| --- | --- | --- |
| Qualification | Name of Board/University | Year of Passing |
| B.A. | Lalit Narayan Mithila University,Darbhnga,Bihar | 2009 |
| Intermediate | BIHAR BOARD PATNA | 2006 |
| Matriculation | BIHAR BOARD PATNA, | 2003 |

**INTERNSHIP**

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| **Company Name: Lumbani Beverage Pvt. Ltd. (Manufacturer and Supplier of Pepsi & Co.)**  Profile Assigned: Sales & Distribution  Task Assigned: To make various policies for the increase in sales of various products. |

**ACHIVEMENTS**

Best Captain of the Year in 2012 for organizing Financial Learning Program for ICICI Securities Ltd..

Won various incentive prize for achieving sales target. And I won one Phuket Trip in month of May 2013. And I have win lots of trip in this Company. And I also win a CEO award in mutual fund in month of June 2014. And I also Achieve Big deal in the month of July 2104 1.6 Cr Mutual fund. And I win Singapore trip.

**PERSONAL DETAILS**

PERMANENT ADDRESS : AT/P.O –Shahpur Via- Basith Chandpura Distt.- Madhubani Bihar, 847102

FATHER’S NAME : Mr. Shashi Bhushan singh

DATE OF BIRTH : 05thJanuary 1988

LANGUAGES : English, Hindi

Marital Status : Single

**DECLARATION**

I hereby declare that all statements mentioned as above are true to the best of my knowledge and brief, if any information given by me will be false my candidature may like to be cancelled.

DATE (Rajnish kumar)