**MANISH KOCHER**

**Address**: GH-12/121, Paschim Vihar, New Delhi- 110087

**Contact:** +91-9873709474; **E-Mail:** kocher.manish@gmail.com

**Career Objective**

* A Challenging and Competitive environment that would enable me to utilize my capabilities and skills for multi-dimensional enrichment of the organization and lead to a professional self-development

**Professional Summary**

* Result driven professional with 4 years of verifiable career track for successfully team management and client relationship management
* Completed MBA in Marketing & Finance from Indian Institute of Planning and Management, New Delhi
* Excellent team building & troubleshooting skills with proven abilities in planning & managing resource.

**Career History**

**AIR ARMADA CONSTRUCTION PVT**. **LTD. As a Sr.Manager-Sales & Marketing Nov’12-Mar’14**

Air Armada Construction Pvt. Ltd is an Air Armada Group Company, who has been at the helm of the real estate industry for over 10 years, with experience in housing & commercial properties as promoters.

Roles & Responsibilities:-

* Interview and hire new sales associates
* Report on sales activities to top management
* Schedule and conduct weekly sales meetings
* Worked with salespeople to improve performance and terminate unsatisfactory performers.
* Keep records of sales associates' productivity

**KASSA FINVEST PVT LTD as a Branch Manager June’11- Oct’ 12**

Kassa Finvest (P) Ltd. was founded by a group of professionals specializing in areas of Indian & International Capital, Derivatives and Commodities Markets. KASSA started broking operations in 1995. The experience gained during these years is a distinct advantage over many others..

Roles & Responsibilities:-

* Ensuring the productivity of Center and Relationship Managers as per the expectation of the company by planning activities for sales, identification of training needs and measurement of product penetrations, customer, awareness and satisfaction.
* Handling HNI (High-net worth Individuals) clients by themselves for closure of sales on all products without subsequent delegation.
* Provide management direction to foster effective selection, development and reward of subordinates while contributing to initiatives in support of theCompany’s Diversify programs.

**Almondz Global Securities Limited as Associate Relationship Manager Apr’08 –May’11**

**Almondz Group** is one of India's leading financial services provider with interest across merchant banking, Infrastructure Advisory, Debt Portfolio Management, Retail & Distribution,Insurance,Equity and Broking.

Roles & responsibilities:-

* Managing customer centric operations & ensuring customer satisfaction by achieving delivery & service quality norms.
* Attending to investors/ clients (individuals/corporate clients) concerns & complaints and undertaking steps for effectively resolving them.
* Maintaining cordial relations with customers to sustain the profitability of the business.
* Attending several project planning meetings and business reports/ MIS at regular intervals.

**Educational Qualifications**

MBA in Marketing & Finance from Indian Institute of Planning and Mgmt., New Delhi 65.87% 2008

BA (HONS) Economics from Delhi University 54.3% 2006

XIIth from CBSE Board 75% 2003

Xth from CBSE Board 50% 2001

**Extra Curricular**

* Stood Second in Inter-College Finance Quiz (IIPM) in 2006.
* Active Member of Finex Club (IIPM) and organized events like Debates, Quizzes

**IT Skills:** Windows, MS Office (Word, Excel), & Internet Applications

**Personal Details**

Date of Birth : 16th November, 1984  
Father's Name : Mr Pawan Kocher

Mother's Name : Mrs Suman Kocher

Nationality : Indian