CURRICULUM VITAE

**Varun Sharma**

H-533 kali Bari

Mandir Marg

New Delhi-110001

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#### Objective:

#### To be part of an organization where I get ample opportunities to explore and enhance my skills to the fullest thereby contributing to the growth of the organization.

**Summary** **of** **skills**:

* Having experience of more than 8 years in Marketing of Wealth Management products i.e. Mutual Fund, Life insurance, General insurance, Equity trading/Demat accounts etc.
* Having 4 years’ experience in channel sales management of Mutual funds.
* Provides training to team members and new joiners for the achievement of business Targets and organization goals
* Creation of portfolio of investments for the investor categories like aggressive investors, conservative investors and hybrid of both of them.
* Independent handling of distribution of IPOs and collection of revenues
* Coordination with AMC’s ,Insurance companies for services and collection of revenues
* Preparation of MIS report regarding sales & distribution of insurance and mutual funds and further reporting to top management on gap of revenue achievement and budget.

**Professional Experience:**

#### Zuari Investments Ltd.

**Relationship Manager –Wealth**

**Duration: November 2007 to till date**

Responsibilities:

* Responsible for service & retention of customer assigned.
* Handling HNI’s, Corporate, Group of Zuari-Chambal
* To achieve targets through cross-sell Mutual Funds, Insurance, Dmat/trading, Fixed deposits etc. to customers.
* Customer acquisition through referrals
* Cross-sale of asset products.
* Going beyond the professional need of the customer by providing other products. Enhancement of customer value
* Also taking care of daily branch operations.

#### AVS Advisory Services Pvt. Ltd.

#### Relationship Executive – Mutual Fund Operations and Channel Sales

#### Duration: March 2004 – November 2007

#### Responsibilities:

* Training to sub-brokers, Development of Sub-Broker network in all over India, giving them services etc
* Marketing for Mutual Fund, FD’s, IPO and Insurance.
* Handling mutual fund software
  + Investwell – for updating client’s portfolios, fact sheets etc.
  + MFI explorer – for research reports and other analysis on schemes.
* Active in Relationship Management, Portfolio Management.

**Certifications**:

* NCFM Certification - AMFI Advisor Module

**Academic Qualifications:**

* B. A. from Delhi University (2005)
* Senior Secondary from C.B.S.E. Delhi Board in 2002
* Higher Secondary from C.B.S.E. Delhi Board in 2000

**Personal/Self-Management:**

* Strong personal initiative; quick learner in mastering job requirements.
* Hard worker; committed to efficient and productive operations.
* Flexible; work well as a team member or alone.
* Perform multiple assignments under pressure and consistently meet deadlines.

**Current CTC : 3.75 Lacs**

**Personal Details:**

Father’s Name : Shri Ashok Kumar

Date of Birth : 25th October, 1984

Nationality : Indian

Marital Status : Unmarried

Interest : Enjoy Reading, Movies, Cricket, Hockey etc.

**Date:**

**Place: New Delhi**

**(Varun Sharma)**