**Abhijeet Sarkar**

Financial Services professional with extensive experience in Asset Management, Banking and Insurance

abhijeetkol@gmail.com | +91 99860 15316 | Bangalore, Karnataka, India |LinkedIn-asarkar1981

Summary:

Close to 12 years of diverse professional experience across Asset Management, Insurance and Banking. Proficient in driving sales through various distribution channels with a strong focus on building and maintaining long term business relationships with partners

Specialties:

* Substantial experience of managing business relationships with ultra HNI investors and financial distributors across various distribution channels.
* Excellent client handling and relationship management skills
* Excellent communication and presentation skills

**Professional Experience:**

**HDFC Asset Management Company Limited**

April 2016 – Present | Location: Bangalore | [www.hdfcfund.com](http://www.hdfcfund.com)

Profile: Branch Manager – Koramangala, Bangalore

Focus Areas: Investor and distributor penetration, Market development

**ICICI Prudential AMC Limited**

July 2014 – March 2016 (1 year and 9 months) | Location: Bangalore | [www.icicipruamc.com](http://www.icicipruamc.com)

Profile: Channel Manager – Customer Engagement

Focus Areas: Inside Sales, Customer Relationship Management, Portfolio Management, Consulting

**HDFC Bank Limited**

September 2013 – June 2014 (10 months) | Location: Bangalore | [www.hdfcbank.com](http://www.hdfcbank.com)

Profile: Senior Manager – Preferred Banking

Focus Areas: HNI Banking services, Portfolio Management, Advisory, Banking operations

**Fidelity International Limited**

January 2008 – August 2013 (5 years and 8 months) | Location: Bangalore, Kolkata | [www.fidelity.com](http://www.fidelity.com)

Profile: Channel Manager – Indian Private Banks

Focus Areas: Business Development, Relationship management

**Reliance Mutual Fund**

June to December 2007 (7 Months) | Durgapur, West Bengal, India | [www.reliancemutual.com](http://www.reliancemutual.com)

Profile: Business Manager – Durgapur, West Bengal

Focus Areas: Business Development, Relationship management

**Kotak Mahindra Life Insurance Company Limited**

August 2005 to May 2007 (1 Year 10 Months) | Kolkata, Jamshedpur | [www.kotaklifeinsurance.com](http://www.kotaklifeinsurance.com)

Profile: Junior Manager – Alternate Channels

Focus areas: Bancassurance sales from Kotak Bank

**Baja j Allianz Life Insurance Company Limited**

March to July 2005 (5 months) | Kolkata | [www.bajajallianz.com](http://www.bajajallianz.com)

Profile: Insurance Services Executive

Focus Areas: Relationship Management with National Distributors

**Education:**

Professional Certifications:

**NISM – Series V(A) for Mutual Fund employees**

National Stock Exchange, Mumbai, India | Valid till June 2018

Academic History:

**Indian Institute of Social Welfare and Business Management**, Kolkata, West Bengal, India

Post Graduate Diploma in Public Systems Management | Full Time | Specialization: Environment Management | 2003-2005

**University of Burdwan**, West Bengal, India

Bachelor’s degree in Sciences (B.Sc.) | 1999-2003

**Trivenidevi Bhalotia College**, Raniganj, West Bengal, India

Higher Secondary schooling | Sciences | 1997-1999

**Assemblies of God Church School**, Asansol, West Bengal, India

Matriculation examination (I.C.S.E.) | 1997

Personal Details:

**Date of Birth**: 6th August 1981

**Marital Status**: Married

**Preferred location(s)**: Bangalore, Calcutta