**PYARIMOHAN PANDA**

Contact: 09008774149 E-Mail: pyarimohan2008@gmail.com

**Job Objective**

An accomplished professional seeking challenging assignments in **Marketing / Wealth Management / Client Relationship Management** with an organization of repute in **Banking / IT sector** preferably in Bangalore

**Profile Summary**

* A competent professional with over 1 year of experience in **Sales & Marketing, Business Development, Profit & Loss Management, People Management and Client Relationship Management in Financial Service industry.**
* Initiated & successfully conducted a corporate event at “**Faiveley transport Rail Technology Ltd ”** (i was the first one who started sourcing business through a corporate activity among the entire team of 2013-14) of the tax saving products, advised new investments to the employees according to their needs and sold highest number of IIFL Bonds & NCDs (Non Convertible Debentures).
* Adept in initiating a wide range of marketing / promotional activities to establish market presence designated territories as well as increase revenue and profitability.
* Skilled in appraising the current state of affairs in the asset segment for determining the rate of return & risk levels for various investments as well as predicting the further growth by looking at the fundamental and technical analysis.
* Proficient in formulating financial management plans for individuals & business owners for accomplishment of their goals
* Abilities to drive large scale revenue & profit gains and developing alliances & relationships with Business Partners by identifying the strength of each partner, coordinating with them for effective business development
* Sound understanding of providing clients with financial services with a view to protect and transferring their wealth by solving complex needs about investment planning
* A result – oriented individual with excellent communication, convincing & negotiation skills

**Organizational Experience**

**Since Mar’13 Indiainfoline (IIFL), Bangalore as Relationship Manager**

**Role:**

* Handling wealth of individual client in the form of investments, loans or insurance
* Providing suggestion to the clients for new investments which would maximize their wealth in long or short run and responsible for increasing AUM (Assets Under Management)
* Conceptualising & implementing Go-to-Market Strategy for generating sales, developing & expanding market share towards the achievement of revenue & profitability targets
* Initiating contact with potential customers for developing leads, sales & cross-selling of Banking products
* Achieving individual & branch goals through new business acquisition, referrals & retention of accounts and by a well-trained and motivated staff; ensuring strict compliance with regulatory and supervisory guidelines
* Developing effective relationship with clients to ascertain rendering of quality service & achieving customer delight for business retention/enhancement
* Ensuring maximum customer satisfaction by providing prompt & superior customer support & building market credibility through loyalty programmes

**Highlights:**

* **Awards & Accolades:**
* Distinction of being recognized & awarded as the Top Performing Relationship Manager for 2013-14
* Rewarded with a Samsung Galaxy tab for successfully achieving the LI targets in a “Need for Speed” contest during Oct’13
* Rewarded with a foreign trip to Singapore-Thailand & Mauritius through air & sea by achieving insurance targets within a given timeframe (Dec 13).
* Consistently earned highest incentives in the entire team

**Education**

* AMFI “A beginners Module” for Mutual Funds. (Online) – Certification Received
* PGPM in Banking & Finance / Marketing from IBS, Bangalore, Deemed University (One of the reputed B-schools of India) in 2013
* MBA in Banking, Finance & Marketing from ICFAI University, Dehradun in 2013- (Distance MBA Certification done if incase of Govt. jobs)
* BBM in Finance / Marketing from Garden City College, Bangalore, Bangalore University in 2011.

**Accolades**

* Received first prize at school level for Science Project in class 10th

**Voluntary Assignment**

* Led a CSR Team in college and collected funds for an NGO working for physically challenged

I**T Skills**

* Microsoft Office & Internet Applications
* Software: ODIN & TT

**Personal Details**

Date of Birth: 23rd June 1991

Address: B209, Nandi Retreat apartment, Kamanahalli village, Begur hobli, South taluk, off bannerghatta road -

560083

Languages Known: English, Hindi & Oriya