**Total Exp-2Year**

**SHEKHAR PANIKA Mobile:** 08879787718**~ E-Mail:** shekharpanika90@gmail.com………

(Kandivali)…………….

**Aspiring for managerial level assignments in Sales and Marketing / Relationship manager domain with an organisation of repute, preferably in Sales .**

**Synopsis**

* A focused **M.B.A.(MARKETING).**
* Well versed with Sales and marketing activities and skills, MS Office, MS DOS, Window XP and Internet Applications.
* A quick learner & team player with strong relationship building & interpersonal skills.
* An effective communicator endowed with good analytical, problem solving & organizational abilities.

**ICICI Securities-From June 2013 to Aug 2014**

The job role included-

* Responsible for Client Servicing by working on Creating an end to end maintenance of clients trading accounts
* Maintain the Relationship with existing clients.
* Handling the queries of the existing clients.
* Provide the stocks and market related news to clients.
* Help to clients to maintain their portfolio.
* Maintaining MIS
* Help clients for their personal financial planning.
* Selling right product to client according to their needs.
* Selling TPP products such as M.F, Home loan, FD, Life Insurance, General Insurance, Private Equity, PMS Etc

**Achievements:**

* Won the contest of the Power Meet in goa in recognition of outstanding achievement dec 2013
* Won certificate of excellence in exemplary performance in Shikhar initiative dec 2013
* Won 32 Inch LCD TV in Dream Big Contest
* Representative of the Class for 2 years during Post Graduation.
* Awarded Maximum participation award in class 12
* Qualified for Singapore trip for performance in Feb & march 2014
* In master i have won the group dance competition
* Amfi certificate
* Irda certificate

**Reliance Money Solution join aug 2014 and till date**

The job role included-

* Responsible for Client Servicing by working on Creating an end to end maintenance of clients trading accounts
* Maintain the Relationship with existing clients.
* Handling the queries of the existing clients.
* Provide the stocks and market related news to clients.
* Help to clients to maintain their portfolio.
* Maintaining MIS
* Help clients for their personal financial planning.
* Selling right product to client according to their needs.

**Academic Credentials**

**M.B.A. (Marketing Management) 2013**

*INSTITUTE OF MANAGEMENT STUDIES, Indore (D.A.V.V.) with 74%.*

**B.Com 2011**

*Softvision College, Indore (D.A.V.V.) with 74%.*

**12th 2008**

*D.A.V. Public Senior Secondary School*

**10th 2006**

*D.A.V. Public Senior Secondary School*

**Software Skills:** Comprehensive exposure to MS Office, MS Excel MS DOS, Window XP and Internet Applications.

**Extramural Engagements & Accolades**

* Actively taken part in **‘HYURISKO’** annual event of IMS in Dance & Ramp walk, as well as in various school & college level activities.
* Attended various activity Workshops at **“Ahvaan”** Annual Management fest of IIM Indore

**Personal Dossier**

**Father’s Name :** Ram Bihari

**Date of Birth :** 25th December, 1990.

**Address :** M-550 Bina project N.C.L. Sonebhadra – 231220 Uttar Pradesh.

**Linguistic Abilities :** English & Hindi.

I hereby declare that all the above details provided by me is best of my knowledge

**Date Shekhar Panika**