**Nitin Dattaram Dalvi**

**Born on 30th march 1986.**

**B-20/08, SBI QUARTERS,**

**SECTOR-13, NERUL,**

**NAVI MUMBAI-400706**

**MOBILE- 9619929386.**

**Email:** [**nitin\_dalvi21@yahoo.co.in**](mailto:nitin_dalvi21@yahoo.co.in)

***Work Experience:***

**Kotak Mahindra Asset Management Co. Ltd** **July’07 – Nov ‘08.**

**Role: Sales Executive.**

* Liasoning with bank branches (BOI, IOB.UBI,OBC bank Allahabad bank, Uco bank, Dena bank, Saraswat bank, NIC bank, CKP bank).
* Relationship building with bank staff.
* Getting business through branch allotted.
* Providing Product trainings to bank staff.
* Area Of Operation: Mumbai north zone - From Jogeshwari to Virar.

**SBI Capital Securities Ltd Jan’09-Aug‘11**

**Role: Senior Marketing Executive.**

* Liasoning with SBI Bank Branches.
* Relationship building with bank staff.
* Getting business with bank staff.
* Providing Product Training of (E-Broking) to Bank Staff.
* Area Of Operation: Mulund-Link Road & Thane (Vasant-Vihar, Wagle-Estate, Jeke-Gram, Mith-bunder Road, South Mumbai Branches).

**HSBC Invest Direct Securities India Ltd Aug’11-Oct’12**

**Role: Assistant Sales Manager**

* Prospect, acquire and retain HNI, NRI & Retail clients.
* Acquire Bank CEP Client for Broking A/c.
* Liasoning with HSBC Bank Branch.
* Sourcing business with Bank RM, Bank Activities & Open Market Sources.
* Providing Product Training of (E-Broking & NBFC) to bank Staff.
* Area of Operation-Mumbai.

**ICICI Prudential Asset Management Co. Ltd Nov’12 - 16 Aug’13**

**Role: Relationship Executive**

* Liasoning with Distributors (IFA, ND’s & RD’s,Banking)
* Relationship Building with Distributors.
* Getting Business through Distributors.
* Providing Product Training to Distributors.
* Area of Operation-Mumbai.

**DHFL Pramerica Life Insurance Co. Ltd 30Aug’1 3-Till Date**

**Role: Senior Territory Sales Manager**

* Managing key Unit Business Partners.
* Relationship Building with Business Partners.
* Providing customized product training to Business Partners.
* Seeking out New Business opportunities and Driving till closure.
* Ensuring End to End support for business growth and Renewal Collection.
* Area of Operation-Mumbai, Daman, Shahapur, Pune, Chakan, Lonavala, Nashik, Akola, Malegaon, Chiplun, Dapoli, Sangameshwar, Kolhapur (Vadgaon), Mahad, Alibaug.

***Projects:***

* Project on **“Customer Satisfaction on SBI EZ-Trade**” (MMM).
* Project on **“Rural Insurance”** in 6th Sem.
* Project on **“Universal Banking”** in **ICICI Bank** in 5th Sem.
* **“Tele Calling & Marketing Research”** with **ING Vysya Life Insurance.**
* **“Market Research”** with **AMP Sanmar Life Insurance.**
* Worked as a **Management Trainee** with **Kotak AMC** for **“Kotak Tax Saver NFO”.**
* Worked as a **Management Trainee** with **Kotak AMC** for **“Kotak Life Style NFO”**

***Professional Qualification:***

* Passed **AMFI Advisory Module** certification Exam in **2013.**
* Computer literate.

***Academic Qualification:***

**MMM**  GNIMS Mumbai University **70.35% 2012**

(**Masters in Mkt Mgmt)**

**T.Y.B.Com** M.D.College Mumbai University **74.64% 2007.**

**(Banking & Insurance)**

**HSC**  M.D.College Maharashtra Board **64% 2004.**

**SSC**  AES High School Maharashtra Board **55.86% 2002.**

***Strengths & Skills:***

* Managing task with the guidance Of Senior Expertise.
* Positive attitude with focused efforts.
* Hard Working.
* Good Team Player.

***Personal Details:***

***Languages Known:***

* English.
* Hindi.
* Marathi.

***Hobbies:***

* **Club player of Volley Ball *& Cricket.***

***Awards Received:***

* **RBWM Recognition**-‘Score 100 KI OR’ **BestHIDL ASM**- **Mar 2012.**
* **RBWM Recognition-‘**Score 100 KI OR**’ Best Performer ASM - Jan 2012.**

**Date: 10th June 2015 Nitin Dattaram Dalvi.**

**Place: Mumbai.**