# Resume

**RAHUL KUMAR RAM Email:** ashwin.ram99@gmail.com

**Contact No.:** + 91**-9031965103**

**Assignments in Portfolio Management, Client Servicing, Advisory Services with a high growth oriented organization,**

**PROFESSIONAL SYNOPSIS**

* Presently associated with **Aegon Religare life Insurance company Ltd., Jamshedpur as a Service Officer.**
* An effective communicator with excellent relationship building & interpersonal skills. Strong analytical, problem solving & organizational abilities. Possess a flexible & detail oriented attitude.

**CORE COMPETENCIES**

* Customer Service Open Market Lead Generation Customer Retention
* Query Resolution Lead Converter Portfolio Management Service
* Relationship Management Cross Selling Advisory Services

##### ORGANIZATIONAL EXPERIENCE

* **May 2014 to Till Date with, Aegon Religare Life Insurance Company LTD., Jamshedpur as a Service Officer.**

**Role:**

* Need to do Physical verification of the client with the given ID and Address proof with O.S.V Stamp.
* Quality checking of the Tellecalling Business done by channel partner with some set of Questioner.
* Make sure Business login with the proper process and client gets it Money Receipt.
* Provide all the support to the customer like Medical Booking, Cheque Clearance and police Issuance.
* Provide Training to the our channel partners about login process with different sets of KYC ( to get policy issued in the estimated time).
* Need to call customer for the Renewal of the Premium amount and updated same in the MIS.
* **MAY 2012 to JAN 2014 with Reliance Securities Ltd., Jamshedpur as a Management Trainee.**

**Role:**

* Analyzing the financial capabilities of clients for providing them investment solutions, ensuring that the solutions provided carry the Minimum Investment Risk.
* Providing advisory services regarding the processes, procedures and strategies for securities investment ensuring high ROI.
* Responsible for Generating revenues, Client Acquisition and Client Retention.
* Give full support to increase the business in terms of revenue from Equity, and third party products, such as business from LI, GI Mutual Fund, and Gold SIP etc.
* Co-ordination with the Dealer and head offices, strategizing and implementing policies to increase sales and profitability.

**Significant Attainments:**

* A dynamic individual determined to work in the Banking and Financial Sector.
* Good presentation Skills.
* Quick decision making ability.
* 100% resolution to the escalated cases.
* Single point customer query resolution

**Reward’s and Recognition:**

* Qualified for **London Trip** in terms of login to Issuance ratio (92%) in 2nd Quarter of FY’13-14’.
* Stood **Top 3 RM** in terms of revenue justification amongst Pan India in the month of June 2013.
* Stood **Top 10 RM** and **Top 8 RM** in terms of revenue justification amongst Pan India in the month of September 2012 and October 2013 respectively.

**Certifications:**

* NCFM **– Capital Market Dealer** **Module**

**Technical Skills:**

* Ms Office 2003,2007, 2010.
* Computer application

##### ACADEMIC CREDENTIALS

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| **Year** | **Institute** | **Degree** | **Specialization** | **Marks/Grade** |
| 2010-2012 | Globsyn Business School, Kolkata | PGPM | Finance | 5.67 CGPA |
| 2010 | Jamshedpur Co-operative College, Jamshedpur | B.Com (HONS.) | Accounts | 62% |
| 2007 | Mrs. K.M.P.M Inter College, Jamshedpur | I.Com  Jharkhand Board | Accounts | 69% |
| 2005 | Rajasthan Vidya Mandir High School, Jamshedpur | Matriculation  Jharkhand Board | - | 66% |

**Achievements:**

* Got placed in Reliance Capital ltd.
* Fifth rank holder in I.com (Honors) of college in 2007.
* College prefect for the academic year 2005-2007.
* Received the ‘Best Cricketer Award’ of the school for the year 2009-2010.

**Extracurricular Activities:**

* Playing Cricket, Carrom, Badminton and Video Games
* Listening Music and Cooking

##### BIOGRAPHY

**Personal : 08/03/1990, Single, Male**

**Home town : Jamshedpur**

**Nationality : Indian**

**Language Known : English, Hindi, Bengali**

**Address : H no. 11 Near Jharkhand Gramin Bank P.O Kitadih Jsr - 831002**

Date :

Place : Rahul Kumar Ram