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**DINESH KUMAR KANANIA** Email: [dineshkanania@gmail.com](mailto:dineshkanania@gmail.com)

**Vision**

To Live, To Love, To Learn, To Leave A Legacy.

**Current Professional Experience**

**Deputy Manager-II (August, 2014 to Till Date)**

**ICICI Bank Ltd. - Wealth Management (Kolkata)**

*Profile Snapshot*

* Advising Investment Product e.g. Life Insurance, Mutual Fund, PMS, Structure Product & Private Equity to the Wealth customer as per their Risk profiling & Time horizon of Investment.
* Facilitate various types of General Insurance e.g. Health Insurance, Term Insurance, Motor Insurance, Marine Insurance, Home Safe, Travel Insurance etc.
* Facilitate the Asset Products e.g. Secured & Unsecured Loan, LAS, LAP & Credit Cards etc.
* Looking after Business Banking channel e.g. Working Capital, Term Loan, OD & CC facilities, Trade, Foreign Remittances etc. to the Corporates for their Business concern.
* Facilitate Travel Card, Foreign Currencies & Outward Remittances to the Wealth Customers.
* Acquiring New Wealth Proposition Savings & Current Account for Investment & CASA Float.
* Liaison with PSG & Our Wealth Customer to avail Prime Properties as per their requirement across the Country.
* Acquiring NRI Accounts for Investment & Remittance purpose & service them accordingly.
* Maintaining healthy relationship with big Corporates to achieve incremental CASA float time to time for NII Income of Bank.

*Key Achievements and Contributions*

* Adjudged the BEST Performing RM for FY 2014-15 in New RM Catogory.
* Adjudged the Star Performer for Life Insurance for the month January’15.
* Adjudged the Star All-rounder for doing business from across the product in JFM’15.

**Past Professional Experience**

**Assistant Manager (April, 2012 to August, 2013)**

**Associate (July, 2010 to March, 2012)**

**Edelweiss Broking Ltd. (Kolkata & East Zone)**

*Profile Snapshot*

* Keeping a tab on the Profitability of the Business by scrutinising the Client Participation.
* Understanding the Client Needs and Enquiry Acquisition of New Clients as well as client Retention.
* Cost Benefit Analysis in terms of Broking & X-sell revenue and NCA with margin collection
* Keeping close track by maintaining MIS Report on NCA & their Retention of each team member on day basis.
* Risk Analysis and Reanalysis primarily for each n every broking client.
* Promoting New Products such as Derivative instruments, Options strategies, Hedging, Pair strategies to the clients as per their risk apatite & market behaviour.
* Driving Different types of Activities such as Volume Day, UTC Day, F&O Expiry Day to generate Big Revenue & keeping intake clients participation in market
* Facilitate the Product Training, Market awareness & their implication to all the Team Member as well as Clients on weekly basis.
* Liaison between Sales & Ops Team to make the back-end work easier such as AOF processing, Rejection Handling, KYC etc.
* Adherence to compliance requirements, mapping man power, leading a group of 7-8 people to achieve their individual targets, and ultimately ensuring strict adherence to TAT for Monthly Broking revenue, Cross sell No., NCA No. & Asset Collection.

*Key Achievements and Contributions*

* Adjudged the Outstanding Achiever for exceeding individual targets and taking extra initiatives.
* Promoted as an Assistant Manager as well as Team Leader from an Associate.
* Highly Apprised for Top Revenue generator in FY 2011-12.
* Serviced 2000+ Demat & Trading A/c of Coal India & UBI IPO acquired from Zone-East.
* Successfully completed Project-MILAAP through MBA Interns to reactive 2500+ NT & ST clients
* Efficiently serviced Ultra HNI clients of ESOP Funding, Companies like ITC, Indusind Bank, L&T, HDFC Bank, ING Vysya Bank, Jubilant Food & Zee Entertainment.

**Dealer (July, 2008 – March, 2010)**

**Accounts & RMS Executive (January 2004 – June, 2008)**

**Standard Chartered Wealth Managers (Formerly UTI Securities Ltd) (Kolkata & Bhubaneswar)**

*Profile Snapshot*

* Analysing the clients need & their risk appetite to give them appropriate trading strategies so that they can earn healthy return on their investment.
* Maintaining fair relation with clients & make sure of their retention by giving other tools to investment e.g. Mutual Fund, Life Insurance etc & getting fresh References of new clients to acquire.
* Keeping track on all the Fund Pay-in & Fund Pay-out of our 5 branches & 38 franchisees in eastern zone on daily basis.
* Make sure of availability of sufficient balance in Branch Bank A/c to clear the clients cheque as well as the branch expenses cheques.
* Liaison with H.O. people for asking fund & taking back ideal fund if any on daily basis to reduce the fund crisis.
* Monitoring Branch expenses, administration, Contract-note printing & delivery to client, Preparing Bank Reconciliation Statement etc.
* Closely handling Franchisee Inspection, Internal Auditor, RMS, Bad-Debts Recovery, Compliance, extra support to Dealing (@ Bhubaneswar mainly).

*Key Achievements and Contributions*

* Adjudged the Outstanding Achiever for exceeding individual targets and taking extra initiatives.
* Got Appointed to newly opened Bhubaneswar Branch to take care of all the back-end activities independently & reporting directly to Regional (Kolkata) office.
* Growth of Bhubaneswar Branch by 80% in broking revenue & Reduction of Bad-debts & Client Dormancy too.
* Conducted & Attended Seminars on NFO introduction with different AMCs to give Awareness to Sub-Brokers & Potential HNI Clients @ Bhubaneswar.

**Education**

**Professional Qualification (2009)**:MBA in Marketing from IIBM, Bhubaneswar

(Main Centre @ Pune, Maharashtra) [Passed with Grade-“A”]

**Graduation (2003)**: B. Com. (Accounts, Management, Taxation & Economics) from Calcutta University [54%]

**Higher Secondary (2000):** Commercefrom Kshatriya Vidyalaya, (West Bengal Council of Higher Secondary Education), Kolkata [60%]

**Other Qualification**: Cleared NISM-Series-V (a) AMFI, NISM-Series-VII & NISM-Series-VIII.

Cleared IRDA for Life Insurance as well as General Insurance.

**Training and Development**

* Successfully completed CDSL’s DP Training Programme from CDSL, Mumbai organised by UTI Securities Ltd. In Sep’07.
* Successfully completed Management Development Programme on “Indian Capital Markets: Concepts & Practices” from Indian Institute Of Capital Markets, Navi Mumbai organised by UTI Securities Ltd. in Feb’06.

**Information Technology Skills**

* Certification in Basic Knowledge (Swift India) from NIIT
* Certification in HTML ( Swift Net Weaver) from NIIT
* Proficient in the OS: MS Windows thorough with Packages like MS Office, HTML, IE6.0
* Working Knowledge in LAN Environment, Search Engine & Internet Applications tools.
* Working Knowledge in various software e.g. Citrix, Mini Admin, Odin, NEST & DP Secure

**Strengths**

* Compatible *interpersonal skills* and Multi – cultural sensitivity
* Ability to *adapt* to a rapidly changing and progressive organisation
* Ability to work *independently* and without direct supervision
* Strong verbal and written *communication* skills
* Creative and *innovative* thinking

**Personal Interests**

* Informative about Financial market
* Cyber Savvy, Finding new & creative things on web
* Travelling
* Listening to latest & light Music

**Personal Information**

* Language Known- English, Hindi, Bengali & Oriya.
* Date of Birth- 10th December, 1983
* Marital Status- Married
* Sex- Male

***(Dinesh Kumar Kanania)***