**Curriculum Vitae**

**Name :** Piyush Poddar

**Address :** Laxmi Narayan Jiwanlal,Upper bazaar Lohardaga, Jharkhand Pin -835302

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**Career objective:**

It has always been dynamic, & growth oriented. I always want to excel in my life as well as excel in corporate life.

Career to me is something very important & I have always focused on it. Career is to excel in work area and would always like to add value within so that can always cope up with changing corporate environment.

**Work experience**

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| --- | --- | --- |
| ORGANIZATION | Job Description | Experience |
| **ICICI DIRECT**  Fr:16-april-13  To:30-july-15  **EMAKY GLOBAL FINANCIAL SERVICES LTD.**  Fr:31-july-15  To: present | Assistant Manager;   * Review the portfolio of client, * Advise client for going for best possible products, so as to minimize/mitigate the risk. * Re-Balance the Client’s Portfolio, * Advising the client of upcoming up/down swing in the market, so client may be well prepared for the movement. * Diverting client toward insurance products. * Advising client to for mutual fund. * Acquiring new customer. * Client servicing.   Assistant Manager;   * Premium client acquisition. * Maintaining and increasing book value * Focus on third party product * Building and maintaining relationship * Pushing client for TPP(Insurance,Mf,Fd, etc) * Retaining existing client. | **Working from 2 years 4 months.**  **Working from**  **7 months** |

**Additional Qualification/Achievements:**

* Qualified **IRDA** exam with **60%** in June, 2013.
* Successfully passed **AMFI** exam with **55%.**
* Successfully completed my ‘TAKE OFF’ periods of 3 months with INCENTIVE by over achieving the target.
* Qualified as East India ‘Premium Education Programme’ (PEP) Star for registering 4 premium clients.
* Got promotion in my 1st cycle- UDAAN 1- with salary hike of 35K annually & designation hike to KEY RELATIONSHIP MANAGER.
* Done 1.3cr mutual fund in month of April-june.
* Done **10 lac life Insurance** in month of March & qualified for **international tour for Singapore.**

**Academic Qualifications:**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Degree/Certificate** | **Institute** | **Board/**  **University** | **Year** | **% / CGPA** |
| PGPM | IBS KOLKATA | ICFAI University | 2013 | **5.82** |
| BBA (Finance) | Indira College Of Commerce and Science | University Of Pune | 2011 | **62.61** |
| Higher Secondary Education | D.A.V | CBSE | 2008 | **85.8** |
| Secondary Education | D.A.V BASL Vidya Mandir | CBSE | 2006 | **57.8** |

**Hobbies and Special Interests:**

* Cooking
* Cricket
* Playing online game
* Group involvement
* Endurance sports

**Personal Details:**

**Date of Birth :** 11/05/1990

**Languages Known :** English, Hindi.

* **READY TO RELOCTE PAN INDIA.**