**DEBOTTAM SAHA**



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**Phone:** **+91-8095979806**

**EQUITY DEALER**

**Targeting entry-level assignments in Sales & Business Development in IT / Banking / E-commerce industry**

**PROFILE SUMMARY**

* A focused professional offering **Over 1.5 years** of experience in the Business Development and Finance & Equity
* Currently working with **Aditya Birla Money Ltd. Bangalore as Equity Dealer**
* **M.B.A (Marketing & Finance) Acharya institute of management and sciences**
* Expertise in operations related to managing investment, trading clients, acquisition of new investment HNI clients and provide regular updates to the clients regarding the market changes
* Possess certification in NISM Series 8: Equity Derivatives Certification Examination
* **Completed internships on Marketing Strategies of Multinational Automobile Industry– A Study for Bangalore City**
* Efficient organizer, motivator, team player and a decisive leader with the skills to motivate teams to excel and win.

**ORGANISATIONAL EXPERIENCE**

**Aug’15 to Present Aditya Birla Money Ltd. Bangalore as Equity Dealer**

**Key Result Areas:**

* Performing Lead generation (On line as well as offline)
* Spearheading operations related to managing investment, trading clients, acquisition of new investment HNI clients and provide regular updates to the clients regarding the market changes and subsequent changes to the portfolio
* Convincing the Institutional & Retail clients towards value addition Services of Aditya Birla Financial Services
* Providing presentations on the product during face to face meeting with Institutional & Retail Clients

**PREVIOUS EXPERIENCE**

**Apr’14 to Jul’15 HBJ Capital Services Pvt. Ltd. Bangalore as Business Development Executive**

**Key Result Areas:**

* Identified customer requirements & accessed their risk appetite & provided them with better investment options
* Provided regular updates to the clients regarding the market changes and subsequent changes to the portfolio

**Highlights:**

* Awarded as the Salesman of the Quarter by the C.E.O. in 2014
* Cultivated excellent long-term relationships with clients, maintaining on-going communication and facilitating solutions to address concerns

**ACADEMIC DETAILS**

* **M.B.A (Marketing & Finance) from** A.I.M.S., Bangalore in 2013 with 65.27%
* **B.B.A. from** Management Institute of Durgapur, W.B.U.T. in 2011 with 6.69 DGPA
* 12th from Debagram S. A. Vidyapith, Debagram in 2008
* 10th from Debagram S. A. Vidyapith, Debagram in 2006

**EXTRACURRICULAR ACTIVITIES**

* Certificate of global immersion program from Sun way international business and management, Malaysia 2012
* Secured the first position in College Carrom Championship in the year of 2010
* Certificate of leadership (2012-2013) wadhwani foundation, national entrepreneurship network (NEN).
* Certificate of non conventional energy management, an entrepreneurial perspective towards green environment

**CERTIFICATION**

**Possess certifications in:**

* NISM Series 8: Equity Derivatives Certification Examination
* Leadership (2012-2013) Wadhwani Foundation, National Entrepreneurship Network (NEN)

**INTERNSHIP**

**Title: Marketing Strategies of Multinational Automobile Industry – A Study for Bangalore City**

**Company: Freelance**

**Description:**

* Performed statistical analysis, a comparison study, Relationship Marketing, Email Marketing, Event Marketing & Niche Marketing

**Title: Organizational Study**

**Company: AC Nielsen**

**Description:**

* Supervising the functions, duties, responsibilities and maintenance of each departments
* Identify the organizational structure, to determine the factors that influence customers to take service

**Date of Birth:** 22nd May 1990

**Languages Known:** Hindi, English & Bengali

**Current Address:** Flat no. 116, Soundarya Gardenia, HMT Factory Main Road, Jalahalli, Bangalore, Karnataka, Pin-560013