**Ravi pandey**

Contact: +91 9158939512 Email: pandey.ravi72@gmail.com

**Career Objectives**

To contribute positively to my organization by performing to the best of my abilities, by completing the tasks assigned to me diligently, effectively and efficiently. To perform with sincerity and in sync with the organization’s expectations.

**Employment Scan**

**Proficiency Forte**

**Assistant Manager at UTI MF**

**December 2013 – Till the date**

As an Assistant Manager, I form a part of the priority channel and handle the following relationships for Pune Region :

* India infoline pvt ltd. Retail/Premia
* Centrum wealth management
* Nirmal bang Securities
* Sbicap securities
* Allegro advisors pvt ltd
* IDBI Bank
* SBI Bank
* DBS Bank

**Work Experience**

* Presenting the bouquet of products offered by UTI
* Increasing market share of UTI products
* Ensuring high level of service and resolution of all client and distributor queries and issues
* Training and sharing of info with the distributors
* Organizing client meets
* Joint calls to selected clients

**Highlights**

* Have been a consistent performer throughout
* Increased equity FY gross inflow from 1.75 cr in 2014 to 8.95 cr in 2015 in pune from my counters.
* Pune, UTI for the given set of ARNs, market share stood at healthy 7.8% in 2015
* For Allegro, Sbi Capital, Nirmal bang, India infoline, in Pune, increased market share from 0.37% to 6.6%, 4% to 12%, 3% to 8%, 7.2%for FY 2014 to 2015.

**Project Details**

**Company name:- M.R.M. foods and spices pvt ltd**

Project report:- study of market potential of modern trade

Duration:- Jun to July 2012

Project profile:-

* Experienced the working of company.
* Received practical knowledge of how the product is made available to the end customer, customer and retailer demand and what are the type of difficulties that may arise.
* Customer relationship management
* Understanding the marketing process of company.
* Consumer buying behaviour study.
* Consumer Satisfaction survey.

**Company Name :- Kotak Life Insurance Ltd.**

* Directly responsible to promote Life Insurance plans to New and exixting clients.
* Interviewed prospective clients to obtain data for there financial resources and insurance needs and existing coverage.
* Developed Clinets by networking to find customers and generating lists for prospective clients.
* Worked closely to achieve the organisantional mission demonstrated and increasing insurance sales portfolio.

**Professional Enhancement**

* **AMFI** Certified

**Achievements**

Second Runner up in the Business Plan competition conducted by MIT as intercollegiate competition in PGDM 2011-13.

**Scholastics**

P.G.D.M.(Marketing & Finance) 2013 S.B.I.I.M.S. Pune 70%

B.B.A. (Finance) 2010 D.A.V.V. University Pune 57%

XII (M.P. Board) 2007 Saraswati Sisu Mandir, Kotma (M.P.) 58%

X (M.P. Board) 2005 Gulab high school jamuna colliery (M.P.) 79%

**Technical Credentials**

Computer skills that include hands on MS office, internet, Database.

**Personal Vitae**

Date of Birth: 19th July, 1989

Address: A-602, 6th Floor, Tower A, 5 Elements, Near Shivhar Hotel, Pimple Saudagar , Wakad, Pune - 411057

**References**

Mr. Vijay Hembrom HR Manager**, UTI AMC, BKC**

Mobile No: 022-66786340

Mr. Umang Sagar Sr. Associate vice president **UTI AMC**

Mobile No: +91-9561097106