**Saurabh Shardul**

Koramangala, Bangalore – 560034 | [saurdul@gmail.com](mailto:saurdul@gmail.com) | Mobile: +91 9035019898

**PROFILE SNAPSHOT**

* Result oriented Sales Professional in Financial services industry with exposure to business development, marketing, strategic planning, client relationship management and customer service.
* Exceptional leadership qualities and proven abilities of building a company from ground up, which includes setting up the infrastructure to start a firm, hiring & training of resources and taking care of the day to day operations of the firm.
* Proven success in leading business development efforts, expanding customer base and increasing revenue potential for my organization.
* Skilled in improving customer retention levels in highly competitive market environment.
* Demonstrated abilities to build new territories and expand opportunities within existing client base.
* Proven revenue generator in all market conditions, technically savvy, articulate and driven to succeed.
* Outstanding relationship building skills and polished communication skills.

**PROFESSIONAL EXPERIENCE - OVERALL: 48 months**

**Proprietor, Fortune Makers Bangalore, Oct’14 – Present**

Fortune Makers is an Investment Advisory firm that provides secure long/short term investment recommendations to its clients based on in-depth research for sound investments in the financial Markets.

Fortune Makers offers its services in Nifty, Equity (cash, future, delivery, combo), Bullions, Energy, Metals and Commodity combo based on Technical and fundamental Analysis.

Established the firm in Oct’14 and started with 6 employees on board, currently have 10 employees on the rolls. Some key roles performed are:

* **Setting up the Infrastructure-** Set up the required infrastructure to start the company which included office space, necessary govt. approvals, CRM infrastructure & several other office necessities.
* **Recruitment & Training-** Involved finding and recruiting relevant resources that can do well in the field of investment advisory and training them so that they become accustomed to the business processes and work toward a defined goal.
* **Business development-** Leading business development efforts, expanding customer base and increasing revenue potential**,** executingeffective customer retention strategy and providing excellent customer service are the most important responsibilities on me.
* **Operations-** Managing the day to day operations of the firm give me an opportunity to face and overcome a lot of new challenges.
* **General management-** Taking care of the financial matters of the firm, affairs related to employee well being and taking other management decisions is an integral part of my daily routine.

**Team Lead, Day Gains Financial services Bangalore, Aug’12 – Mar’14**

**Key deliverables:**

* Managing customer centric operations and ensuring customer satisfaction by achieving service quality norms.
* Identifying improvement area & implementing measures to maximize customer satisfaction level.
* Managed a team of 8 Business Development Executives.
* Forecasting and developing monthly sales plan and making strategy to achieve or exceed the set targets thus enhancing the revenue potential for my firm.
* Monitoring, recruiting, training & motivating the manpower and providing directions to the sales team for ensuring optimum performance and enhancing their professional and soft skills.
* Planning and executing strategies for expansion of client base.
* Involved with other teams like business promotion and campaign, accounts and research team to achieve operational efficiency for the team.
* To have telephonic conversation with the potential client and explain product and services with the related pricing.
* Selling a range of products and services to both new and existing clients.
* Closing the sales and making plans to gain repeat business from valued clients.

**Achievements and awards**

* Received multiple awards for best performer for achieving sales target as an individual and even as team lead.
* Broke the record for highest monthly sales by an individual in Daygains Financial Services in the month of Feb’13.

**EDUCATION**

|  |  |  |  |
| --- | --- | --- | --- |
| Year | Examination | Institution | % |
| 2005-2009 | B.E (Information Science) | EWIT,bangalore(VTU) | 62 |
| 2004 | 12th | DAV (CBSE) | 59.2 |
| 2002 | 10th | DAV (CBSE) | 85 |

**Personal details**

**Date of birth**: 10th August 1987

**Marital Status**: Single

**Permanent Address:** Van Vihar

Ashiyana nagar Patna

Bihar - 800025

**Present Address:** 92, 1st Main, 2nd Cross

ST Bed

Koramangala 4st Block

Bangalore - 560034