**Deepak Kumar Jaiswal – IRDA, AMFI & NCFM CERTIFIED**

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Email: deepakjaaiswal@gmail.com

Languages: English, Hindi



**Career Objective**

To obtain a position where I can utilize my skills, abilities, and knowledge that offer opportunity to learn and leverage my strength while being resourceful, progressive, innovative and flexible in an organization.



**Current Job Profile**

**Organization: -** Icici Securities Ltd.

**Designation** : - Assistant Manager

**Date of joining : -** 2nd May 2013

**Job Discription**:

* Maintaining the relationship with existing clients and managing the portfolio through portfolio evaluation and need analysis.
* Selling the financial products of Icici Group of co. such as ICICI Direct 3 in 1 account, Mutual funds, life insurance, home loans and FDs etc.
* Managing customers in the branch and through client visits & provide Financial / Investment advisory.
* Developing new relations through references & other sources.
* Generating leads and acting as a productive resource by meeting targets thereby ensuring the fulfilment of budgetary expectations of the organization.

**Key Responsibilities:**

* Tactfully deliver the desired revenue (Target numbers) by maintaining reports, records of customer meetings.
* Ensuring participation in maintenance of centre discipline and compliance.
* Dealing with customer service request and raising service request for the same.
* Ensuring customer satisfaction.
* Preparing and maintaining MIS report.

**Achievements’**

* Promoted within the first cycle of Uddan with silver bucket and salary hike.
* Qualified for the annual event “Shikhar” by meeting life insurance target.
* Qualified the X-mas bonanza contest.
* Continuous perfomer in multiproduct basket.

**ACADEMIC BACKGROUND**

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| --- | --- | --- | --- | --- |
| Year | Qualification | Institution | Subjects | CGPA/% |
| 2013 | PGDM | IILM GSM | Major: Finance,  Other:Marketing | 2.48/4 |
| 2011 | BBA | IMS-Noida  (CCS-University) | General | 67.5% |
| 2008 | XII (CBSE) | GTBPS ,  Model Town, New Delhi | Maths, Accounts, Economics, Business Studies and English. | 59.9 |
| 2005 | X (BSEB) | Project High School | Maths, Physics, Chemistry ,Biology, English ,Hindi ,and Sanskrit | 51% |

**SUMMER INTERNSHIP/ LIVE PROJECTS**

|  |  |  |  |
| --- | --- | --- | --- |
| India Infoline Ltd. Motinagar, New Delhi.  ( Awarded with the letter of Appreciation for achieving  the targets ) | | Equity Market | From 2nd May 2012 to 2ndJuly 2012 |
| Description | Understanding the functioning of secondary equity market, acquiring new clients and portfolio management. | | |
| Learning | * Functions of secondary market, understanding the fundamental and technical analysis. | | |
| Food Bazaar-pantaloon Retail India ltd. Saket, New Delhi. | |  | **7 days** |
| Description | * Understanding the operation and floor management during – “Sabse Saste 5 din” | | |
| Learning | * The operations of food bazaar and consumer behaviour. | | |

**KEY ACADEMIC PROJECTS**

* Equity research report on Hotel Leela.
* Banking Report on Punjab National bank co.
* A secondary research through literature Survey on – Vietnam
* Financial analysis of “Tata Steel India” and “Jindal Steel India”.
* A project titled “Attrition analysis and to find out the Retention strategies to control attrition” for Honda Motors and Scooter India ltd.

**EXTRA-CURRICULAR ACTIVITIES**

* Share trading.
* Blogging for the institute.
* Winner of **Analyst club** of IILM-GSM.
* Winner of **IB** Club event of IILM-GSM.
* Participated in **“IIM-A” INSIGHT,** workshop on **marketing research** and successfully done marketing research for **Absolute Inc**.
* Participated in “**XLRI JAMSHEDPUR INSIGHT**” for business conference.
* Active participant of inter college business quiz competition.

**Certifications:**

* NSE’s certification in Financial Market (NCFM) Capital Market(Dealers) Module.
* AMFI Certified
* IRDA Certified

**Computer Skills.**

* MS Power point
* MS Word
* MS Excel
* Tally 9.0

**Hobbies.**

* Reading Business News Paper,
* Playing chess, solving puzzles and listening music.

**Personal Details:**

Father’s Name **:-** Mr. R. M. Jaiswal

Date of birth **:-** 07th October 1990

Nationality :- Indian

Current Address :- H. No. 195 first floor ,Block WA, Shakarpur ,Delhi - 110092

(Deepak Kumar Jaiswal)