**ROHIT SINGH**

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**JOB OBJECTIVE**

To work in challenging environment and utilize my technical skill in the sharpest way to help the organization to achieve its goal. Use every opportunity to prove myself in the competitive world.

**PROFILE SUMMARY**

* Over 20 months of experience in Financial Product Selling.
* Acquisition of HNI client and retaining existing clients and advising them for better investment options.
* Working on Revenue Generating model of the organization
* Cross Selling of various financial Products.
* Portfolio Management of existing clients
* Acquisition of new clients
* Performance Management (Review) of existing as well as new businesses, at the operational levels
* Resourceful in analyzing business processes, determining gaps with desired state of business and suggesting solutions to team as to enhance process efficiency, including active involvement in execution
* Excellent planner with a strong sense of ownership, initiative and problem solving

**CORE COMPETENCIES**

* Business environment scanning and development of process for improvement of existing businesses as well as development of new businesses.
* Coordinating with management and operational levels for business execution. Specific focus areas include identification of business growth opportunities, and business development
* Monitoring performance of existing as well as new businesses and acting as an effective team member.

**ORGANISATIONAL EXPERIENCE**

**DHFL Pramerica Life Insurance Company Limited** **Mar'15 – Apr 2016**

**Designation:** Executive Sales Manager-Channel Sales (Reporting to the Country Head)

* Recruiting DSA for organization & providing training of Product.
* Guiding DSA to get product sold.
* Monitoring performance of existing as well as new DSA as an effective team member.
* Top performer of the year, as a recognition company given a trip to Thailand.
* Qualified contest to meet Mr. Sharukh Khan as recognition for being top performer in month.

**BAJAJ CAPITAL Feb'14 – Mar’15**

**Designation:** Sr. Relationship Manager (Reporting to the Business Head)

**Highlights:**

* Bagged the following awards:

o Star Performer of 2014-15 Award in 2014 and honoured as Rising Star of Team.

* Acquisition of HNI client and retaining existing clients and advising them for better investment options.
* Working on Revenue Generating model of the organization
* Selling of various financial Products (Life Insurance, General Insurance, and Mutual Fund).
* Portfolio Management of existing clients
* Acquisition of new clients

**ICICI Securities ltd May'13 – Jan’14**

**Designation:** Assistant Manager (Reporting to the Branch Manager)

* Business environment scanning and development of process for improvement of existing businesses as well as development of new businesses.
* Monitoring performance of existing as well as new businesses and acting as an effective team member.
* Selling of various financial Products (Life Insurance, General Insurance, and Mutual Fund).
* Portfolio Management of existing clients .

**SUMMER INTERNSHIP: (60 Days)**

* **Future Capital.**
* Analysis of financial product with special reference to commodity market.
* **Work Done:**
* Promoted Future Capital to almost about 1200 people around Delhi NCR.
* Acquisition and Development of franchisee for Future Capital.
* Cold calling in respect to set up leads for Senior Managers.

**ACADEMIC QUALIFICATION**

* Pursued **PGDM** (11-13) with Specialization **MARKETING & FINANCE,** from AICTE Approved **“Institute of Technology & Science”,** Ghaziabad.
* **Graduation:** B.com from V.B.S Purvanchal University(2008-11)
* **Senior Secondary:** Intermediate from (I.S.C. Board) Year 2008
* **Secondary:** High School from (I.C.S.E Board) Year 2006

**ACHIEVEMENTS**

* 1stprize in inter college “BUSINESS PLAN COMPETITION “held at ITS.
* 2ndprize in inter college “BUSINESS PLAN COMPETITION “held at INMANTEC&IAMR.
* 1st prize in the “BEST OUT OF WASTE” held at ITS.

**PERSONAL ATTRIBUTES**

* Result Driven, methodical & logical.
* Strive for quality -Critical Thinker
* Good Learner and receptive to new ideas.

**PERSONAL INFORMATION:**

Date of Birth : 1st June, 1990

Languages Known : English, Hindi and French (Basic)