

Pradip Vaghasia

Business Development and Operations

With 16.5 years of experience, targeting an exciting opportunity in Sales and Business Development within the Financial Services sector, emphasizing B2B Channel Development, Equity Products, Mutual Funds, and Insurance, to contribute to the industry's growth and success.

Location Preference: Ahmedabad, Surat and Rajkot

Email: +91- 7567694829 | **Phone:** pradeep.vaagh@gmail.com | **LinkedIn:** <https://www.linkedin.com/in/pradeepvaagh/>

PROFILE SUMMARY

- Accomplished Manager with a proven track record in the BFSI sector, specializing in Operations and sales, with a focus on B2B selling, management of diverse range of financial products including Mutual Funds, Equity Products, and Insurance.
- Proven track record of successfully driving growth through strategic B2B channel development and franchise businesses, cultivating and nurturing key partnerships to enhance revenue streams and market presence.
- Extensive expertise in fostering strong client relationships and achieving revenue targets by strategically leveraging B2B channels.
- Proficient in developing and executing comprehensive sales strategies tailored to meet the unique needs of the BFSI industry, ensuring consistent business growth.
- Showcased success in expanding product portfolios beyond traditional offerings, including MS, Loan Products, AIF, and other financial instruments.
- Proactive leader with a hands-on approach to managing diverse teams, providing guidance, and implementing effective sales training programs to enhance performance.
- Proficient at identifying market trends, analyzing competition, and aligning business strategies with organizational goals to drive sustainable growth in the dynamic BFSI landscape.
- Specialized focus on seamless client onboarding processes, ensuring efficiency, compliance, and a superior customer experience.
- Proven track record of developing and implementing streamlined onboarding procedures, reducing processing times, and enhancing operational effectiveness.
- Expertise in navigating regulatory frameworks and compliance requirements within the financial industry.
- Strong leadership skills showcased through effectively managing cross-functional teams, providing strategic direction, and implementing process improvements.

ACHIEVEMENTS

- Spearheaded a diverse team of over 15 professionals, coordinating their efforts across various product lines, including Mutual Funds (MF), Equity, and Insurance as a Regional Manager with NJ India Invest Pvt. Ltd.
- Achieved top 5 Position as a BDM with Angle Broking and pioneered the establishment and cultivation of a robust B2B channel for Mutual Funds and Insurance, imparting comprehensive training and continuous support to sub-brokers, resulting in their sustained success.
- Achieved a 50% reduction in client onboarding processing times through the implementation of optimized workflow and automation tools, resulting in enhanced operational efficiency.
- Successfully increased sales revenue by 400% through strategic B2B selling initiatives, effectively expanding the client base and cross-selling a diverse range of financial products, including mutual funds, equity, and insurance.
- Implemented client satisfaction surveys and feedback mechanisms, leading to a notable 90% improvement in overall customer satisfaction scores for both onboarding processes and financial product offerings.
- Spearheaded the successful integration of a digital onboarding platform, resulting in a 100% improvement in user experience and a significant reduction in errors and delays in the client onboarding journey.

CORE COMPETENCIES

- Market Analysis
- Relationship Management
- Financial Planning
- Risk Assessment
- Regulatory Compliance
- Investment Strategies
- Wealth Management
- Customer Service
- Business Growth
- Strategic Partnerships
- Team Management

EDUCATION

- 2006, B.Com. from Smt. J J Kundaliya Arts and Commerce College, Rajkot

CERTIFICATIONS

- NISM Securities Markets Module
- NISM Mutual Funds (AMFI- Distributors) Module
- Course on MS Office from Aptech Computer Education, Rajkot
- Certificate Programme on Capital Markets (CPCM) from Bombay Stock Exchange in association with the University of Mumbai

PROFESSIONAL EXPERIENCE

Specialist – II – GIFT Operations (AIF – Cat 2 and 3) | Vivriti Asset Management Pvt. Ltd. GIFT City, Gandhinagar | Since Nov'22

Key Result Areas:

- Collaborating with service providers to establish a streamlined Digital Onboarding Platform, enhancing efficiency and user experience.
- Assisting distributors in the seamless onboarding of new investors, providing guidance and troubleshooting as needed.
- Conducting process training for distributors as required.
- Ensuring the timely delivery of periodic reports to clients and facilitating the prompt completion of DP activities such as New ISIN creation and Demat account opening.

Assistant Manager - Regional Operations (MF, Equity and Insurance), South Gujarat | NJ India Invest Pvt. Ltd. Surat | Jul'21 to Nov'22

Key Result Areas:

- Ensured the expeditious resolution of queries from channel partners, fostering robust relationships, and elevating overall satisfaction.
- Successfully orchestrated the day-to-day operations of multiple branches spanning South Gujarat, delivering crucial support to the sales team.
- Actively collected and provided feedback about existing processes to top management, while supporting the concerned team in implementing frequent changes in operational activities.

Business Development Manager | Angel Broking Ltd., Rajkot | Nov'19 to Jul 21

Key Result Areas:

- Successfully surpassed revenue targets through proficient utilization of the sub-broker channel, consistently acquiring new channel partners to expand the partner network.
- Cultivated an in-depth understanding of the market dynamics, fostering relationships with both existing and potential clients. Aligned business growth opportunities with the company's strategic plans to drive sustainable expansion.

PREVIOUS EXPERIENCE

Business Development Manager | Meher FinCorp, Rajkot | Nov' 15 to Sep' 19

Stock Holding Corporation of India Limited, Bhavnagar | Aug '08 to Oct'15

Growth Path:

Branch Manager (Promotion): Bhavnagar Branch (Jun'15 to Oct'15)

Executive: Vadodara Branch (Jul'10 to May'15 Transferred on request)

Executive: HO Department, Mumbai (Aug'08 to Jul'10)

Executive (Back Office) | Angel Broking Ltd., Mumbai | Dec'07 to Aug'08

Office Assistant (Back Office – Account Opening) | Marwadi Shares and Finance Limited, Rajkot | Jun'07 to Dec'07

PERSONAL DETAILS

Date of Birth: Please Specify

Languages Known: Please Specify

Address: B303, Pramukh Exotica, Opp Kansar Hotel, Kudasar, Gandhinagar – 382421