

HIREN P. MODI

123/962, Gujarat Housing Board,

Khokhra, Ahmedabad - 380026.

Phone : 09327302828

Email : hirenpmodi.87@gmail.com Born 28/08/1987 . JOB OBJECTIVE

Seeking Commanding position in sales and Marketing of formidable products, accepting toughest challenges and performance in conformance to Company productivity, Growth and developments

#### PROFILE SUMMERY

Current Location : Ahmedabad Current Designation : Sr. Team Leader

Current CTC : 4.50 Lacs p.a. PROFESSIONAL EXPERIENCE

AXIS SECURITIES LTD. Sr. Team Leader

- Responsible for the channel target
- Managing team of 10-12 Sales Executives on parameters of Acquisition, Activation and all value added products through regular team meetings, one on one interactions, concall etc. - Working in tandem with Cluster Heads, Branch Heads and the channel employees to drive productivity
- Monitor the team's performance and motivate them to reach targets and ensure a low attrition in the team. Achievements
- Qualified four times in Top Ten of Activation Drive at PAN India level. April 2018 to Till Date

ICICI SECURITIES LTD. Ex. Sales Manager

- Mapping with Sales Officers of ICICI Bank Ltd. and ensuring 100+ Demat & Trading Accounts for ICICI Securities from Corporate Offices. - Giving presentation in different Corporate Offices benefits of Demat & Trading Accounts.
- Demat and Trading Account Activity in Corporates every month. - To give updates of IPOs and Mutual Funds.
- Maximizing Sales of Value Products, viz. Prepaid, ICFL, M52 and C25 month-on-month. Achievements
- Promoted twice in the system on the basis of performance.
- Achieved all sales targets month-on-month after joining. - Achieved Prepaid of Rs. 5 Lacs in one month itself. March 2013 to March 2018

SHAREKHAN LTD. Sales Executive / Back Office

- Acquire 10+ Clients every month.
- Carry on in person verification of the clients. - Scrutinize clients A/c opening forms.
- Verify various documents submitted by the client with the original.
- Pass the forms to our superiors for the further processing.
- In general comply with the exchange/sebi regulations and guidelines / instructions issued by us from time to time.
- Generate brokerage from the client every month more than 3000 + .
- To give updates of IPOs and Mutual Funds.
- Provide Knowledge to clients how to use Software.
- In between I have worked for back office. - To solve online queries related to opening new account, bank Pay in payout process, Generate new passwords, Any rejection to related to forms, closers of accounts. December 2009 to February 2013

#### EDUCATION/DEGREES

M.B.A.

(Finance) Post Graduate Sikkim Manipal University, Ahmedabad with 67%. June 2007 to July 2009

B.COM Graduation

C.U Shah Commerce College , Ahmedabad with 70% Apr 2004 to June 2007

H.S.C. Higher Secondary

Kalyan Higher Secondary School, Ahmedabad with 73% Apr- 2003 - Mar- 2004 S.S.C. Secondary

Geeta High School, Ahmedabad with 65% Apr-2001 TO Mar- 2002 SKILLS

Inter-personal Skills Acquired expert skills on dealing with govt. missionaries, departments and documentation.

Co-ordination/ Visioning Skills Learned effective Co-ordination with large no. of dealers/ departments/ branches during aforesaid assignments

Negotiation Skills The great thing I learnt from past experience is how to deal and negotiate with People and win the deal in company's favour

COMPUTER SKILLS Knowledge Diploma in Computer and Tally LANGUAGES KNOWLEDGE Gujarati Mother Tongue, English, Hindi Correct and Fluent PARSONAL INFORMATION

Marital Status : Married

Nationality : Indian Place : Ahmedabad Signature: \_\_\_\_\_