

COVER LETTER

Respected Sir,

Greeting for the day!!

With Propound hopes and confidence on My Merits, I submit this application to you for your Favorable consideration. My 'Resume' is enclosed herewith for your kind perusal.

My Qualifications / Achievements

- Post Graduate Diploma in Sales & Marketing
- Bachelor of Commerce
- Over all Experience of 15 years. Worked as a
 - Dealer Executive
 - Sr. Relationship Manager
 - Sr. Equity relationship manager
 - Sr. Manager

Beside my Qualification and Experience, I have a strong Zeal to Endeavour to bring out the best within myself, which I am sure will be praiseworthy.

Looking forward to hear from you.

Regards,

Vinod Mali



Vinodkumar Mali

✉ 2507vmali@gmail.com | ☎: +91 8980037757 | Age: 38

Personal Details:-

Date of Birth : - 13/05/1983
Marital Status : - Married
Hobbies : - Music, Movies
Address : - SF/1, Nilambaug flats, Girdharnagar road, Shahibaug,
Ahmedabad-380004
Languages Known : - English, Hindi, Gujarati
Computer Literacy : - Odin Admin, NEAT, BOLT, Ms-Office, Internet Operations

ACADEMICS				
Qualification	Institute	Board/University	Year	%
PGDSM	Post Graduate Diploma in Sales and Marketing	Gujarat University	2005	50%
B.Com	Ahmedabad Arts & Commerce College	Gujarat University	2003	48%
XII (Commerce)	Rajasthan High School	Gujarat Board	2000	59%
X	Rajasthan High School	Gujarat Board	1998	56%

Professional Certification		
Institute	Certifications	Year
NISM	Currency Derivatives	March'20
NISM	Mutual Fund Distributors	Feb'21
NISM	Securities Operations and Risk Management	Feb'22
NISM	Equity Derivatives	Feb'20
NISM	Commodity Derivatives	March'20

Career Growth in Current Organization		
Year	Designation	Grade
August'12	Asst.Manager	EI
April'14	Asst.Manager	EII
April'19	Manager	MI
April'22	Sr.Manager	MII

Work Experience	
ICICI Securities Ltd. August'2012 to Present Working as Sr.Manager Ahmedabad	Managing the Portfolio of Equity, Derivatives & Currencies Involving different trading Strategies for the HNI Client with strong high returns & Minimum Risk.
	Maintaining healthy relation with clients and generating maximum Revenue from them
	Continuously build individual Client base.
	Fast learner with exceptional ability to analyze vast amounts of data & derive at relevant information
	A keen Planner, Strategist & Implementer with Demonstrated abilities in Managing business operation with key focus on top line profitability for accelerating business growth.
	Training to the new recruited Employees and implements the I-Sec Culture, Values and Working methodology amongst them. Establishing Harmonious relationship between superiors & sub-ordinates, thereby bringing sub-ordinates closer to an organizational values & objectives. This in turn helps reducing the gap between the Team & all other departments.

Work Experience	
HDFC Securities Ltd. July'2009 to August 2012 Worked as Sr. Relationship Manager Ahmedabad	Managing the Portfolio of Equity, Derivatives & Currencies Involving different trading Strategies for theHNI Client with strong high returns & Minimum Risk.
	Maintaining healthy relation with clients and generating maximum Revenue from them.
	Third Party Product & Service.

Work Experience	
India bulls Securities Ltd. Jan'07 to July'09 Worked as Dealer Executive Ahmedabad	Responsible for monitoring client's portfolios and Investments and advice them on the fund or companies to invest conduct research of market in domestic equities.
	Responsible for constantly identifying new opportunities and potential clients as well as developing relationship with them. Develop partnership and relationship with third parties to meet strategic objectives. Identifying key Marketing opportunities.
	Planning Marketing Activities in Conjunction with Company's growth plan and working strategies and execute plan.