**PANKAJ VEGADA**

**Mob.:** **98247 88946**, **Email: pankaj.vegada@gmail.com**

10, Krishnakunj Soc, Opp. Tirth Bhumi Soc, Isanpur, Ahmedabad – 382443 (Guj.)

**Career Summary :**

Profoundly talented, skillful and highly disciplined personal with eight year of experience in field of Banking and Finance, Possessing excellent skill of leadership, Outstanding record for organizing cultural activities during learning experience as well as in professional experience. Expertly develop scalable solution that dramatically improves efficiency, productivity, and profitability with a demonstrated ability.

**Career Objective:**

Take the new challenges in life and meet it with success, bigger and positive outlook with every part of it and Achieve the desire goal, Always being a quick learner and I want to test my skills in a real world which I acquired from the student area with full of challenges and opportunities and grape itself to prove my worth.

**Professional Experience:**

**Anand Rathi Share And Stock brokers Ltd 24 Feb-2016 to Till date.**

* **Sales Manager From 24 Feb-2016 till date.**
* Manage the team of 10 people and give the training regarding product as well as management system to the team members. Give overview of the related business product and gathering business from them and motivate the team members and support them for any managerial issue and co-operate functionally.
* Generate Revenue From Equity Account,MF,GI,LI,Structur And PMS.
* Awarded “GO GOA” Cigna TTK General Insurance business pan India in quarters of AMJ.-2016.

**Angel Broking Ltd since December 2008 till January 2016**

* **Sales Manager from October 2014 till January 2016**
* **Unit Manager from May – 2010 till September 2014**
* **Relationship Executive in Dec. 2008 till 2010**

**Unit Manager:**

* I have been promoted in **Angel Broking Ltd**. as a **Unit Manager** from May – 2010 and now my role could be change like for a managing range of key in managerial functions.
* Manage the team of 8 to 10 people and give the training regarding product as well as management system to the team members. Give overview of the related business product and gathering business from them and motivate the team members and support them for any managerial issue and co-operate functionally.
* Track the business record of team member and as well as quality of business with different area and to manage the different activity for generate the business from them and lead them with using my leadership skills.
* Awarded “Revenue Lao Goa Jao” WMS business pan India in quarters of Oct.-2010 to Dec. 2010
* Awarded “Head to Head Contest” highest No. of A/c. login in Month of March – 2011.
* Awarded “Lion of King” for quarter AMJ – 2011 to JAS – 2011 for achieve 3.5 lac revenue in WMS pan India

**Relationship Executive:**

* I joined **Angel Broking Ltd** as **Relationship Executive** in Dec. 2008. I have extensive experience in the angel broking ltd with one and half year track record of success and worked different level to level successfully with the organization and acquired business individually in multitasking format.
* Exceptional ability to build rapport with customers and direct-reports to customer and employee loyalty.
* Give service to the customers and getting the customer satisfaction and generated new business from the existing customers and new one and achieving the defined target successfully.
* Awarded “Oskar Award” in the quarter Oct. 2009 to Dec. 2009 for highest productivity pan India.
* Awarded “Salesman of the Year” for the Year 2009
* I have qualified for highest No. of Account in the month of Jan. 2010 in NCG Region.
* I was work at (Autumn Marketing Services Pvt Ltd.) Duration of 15/10/2005 to31/10/2008.
* As Executive my role is four wheeler finance provided from ICICI BANK.

**Key skills & Computer Proficiency:**

* Knowledge of online trading in stock market also in bullion and Forex market.
* I have knowledge of computer accounting and working knowledge of latest operating System and office packages.
* Specialization In Sales, Financial Management, Mutual Fund, Stock Market Analysis, Supply Chain Management, Project Finance, Accounting, Cost Management, Team Management, Leadership Role, Strategic Financial Planning, Financial Analysis, Wealth Management, Business Development, Risk Management, Insurance, Business Analysis, Market Research.

**Core Competencies:**

* Positive & Result oriented Approach
* Leadership Skills
* Analysis Problem Solving skills
* Interpersonal Relationship & Easily Interact with others

**Area of Interest:**

* Playing cricket and also other sports game.
* Visit new places & Long Journey.
* Reading Motivational & Story books.
* Listening music.

**Personal Details**

* **Date of birth :** 25th April 1983
* **Languages Known :** English, Hindi, Gujarati.
* **Marital status :** Married
* **Nationality :** Indian

**Educational Qualification:**

* I have completed my Graduation with Second Class from Shree Swaminarayan Arts Collage (Gujarat University - Gujarat) in 2004
* In have completed my S.S.C from the Uchattar Uttar Buniyadi Vidhyalay(Otariya-Ahmedabad Gujarat)with the 61.71%.(1999)
* In have completed my H.S.C from the Uchattar Uttar Buniyadi Vidhyalay(Otariya-Ahmedabad-Gujarat)with the 73.63%.(2002)

**Professional Courses:**

* Completed computer course ‘CCC” from Dr,Ambedkar Open University (Ahmedabad) in 2012 with “A” garde.

**Declaration:**

I declare that all the information furnished above by me is true & best of my knowledge.

Pankaj Vegada