**TUSHAR MALHOTRA**

**Mobile: (+91) 7065765257, Email: orbistushar@gmail.com**

**DOB: 8th August, 1978 128/829 K Block Kidwai Nagar Kanpur**

**Uttar Pradesh 208011**

**Objective:**

With over 10 and half years of experience in B2B Sales in the domain of Financial Services Automobiles and Media Industry, I desire to establish myself as a Business Development expert with a leading organization. I look forward to a career that provides me an opportunity not only to implement theory to practice but alsohelp me continuously improve my working knowledge in thisdynamic and challenging work environment.

**Career Graph:**

**Sep 2016-: DB Corp Ltd (Asst Manager Sales and Business Development)**

**Key Responsibilities :**

To Develop New Business and approach existing clients for Ad-Sales.

**Aug 2015-Sep2016: exchange4media Group(Asst Manager Sales & Business Development)**

**Key Responsibilities:**

To Develop New Business for Digital-Exchange4media.com and Print Impact Weekly Magazine and achieving my overall targets. Have been recognized as the best sales person

For generating new business from non-media clients.

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| **April 2008-August 2015: Asst. Manager – Sales (Gurgaon, Haryana)**  **Orbis Financial Corporation Ltd.(a Custody startup chaired by Dr. Vijay Kelkar)** |

**Key Responsibilities:**

* Responsible for marketing Custody and related services including Professional Clearing Services to Trading Members in F&O and Currency
* Custody Services to largeCorporate, PMS Service Providers and HNI clients
* Hands-on experience in theOperations of Custody settlement & Risk Management
* Achieved set target by signing up with 50 Custody/ PCM/ PMS Clients in the first year of operations

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| **Feb 2007 – March2008: Relationship Manager (Mumbai, Maharashtra)**  **India Bulls Securities Ltd.** |

**Key Responsibilities:**

* Responsible for generating brokerage from designated 20 clients
* Based on the technical reports shared by our Analyst desk, communicating the buying/ consolidating opportunities to the designated clients
* Position reported to Associate Vice President (Sales)

**Educational Qualification:**

* MBA (Financial Markets)

Institute for Technology and Management, Mumbai (2007)

* Bachelor of Arts

Kanpur University, Kanpur (2002)