GAURAV BHALLA

Chief Mentor & Business Advisor at Clear Ocean Wealth Management, Gurgaon

PROFILE

A seasoned professional with MBA from École des Ponts Business School (Erstwhile ENPC School of International Management) – France. More than 20 years of quality management experience with leading companies such as ICICI Securities & ICICI Prudential AMC. Proven track record in leading teams, revenue generation, investment advisory & marketing of investment products. Adept presentation skills, with drive for performance and achieving business goals.

CONTACT

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Gurgaon, Haryana

PASSION

Keen interest in Financial Markets

EDUCATION

Master of Business Administration (Full Time)

École des Ponts Business School – Paris, France

(2001-2003)

B. Com (Honors')

Shaheed Bhagat Singh College – University of Delhi

(1995-1998)

NISM-Series X-B: Investment Adviser (Level 2) Certification Examination

(Dec – 2021)

NISM-Series X-A: Investment Adviser (Level 1) Certification Examination

(May – 2021)

Mutual Fund Distributors Certification Examination – NISM Series V-A

(Dec – 2020)

WORK EXPERIENCE

Chief Mentor & Business Advisor at Clear Ocean Wealth Management, Gurgaon
(Feb 2021 till date)

- Knowledge of business and the techniques of managing the business with special focus on business management, financial management and business economics
- Planning and preparing training modules on financial markets with the objective of providing inspiration, rigor, stimulate curiosity and critical thinking
- Involved in training wealth managers w.r.t investment products, while making them understand risk-return paradigm through practical applications and interesting examples
- To provide Industry integrated learning which explores newer avenues in the areas of financial management
- To impart knowledge of the taxation system prevalent and societal obligations in their respective fields of business
- Conducted trainings on NISM–Mutual Fund (Series V-A) & Investment Advisory (Series X A & X B) certifications
- Communicating, consulting and providing feedback to wealth managers as and when required
- Responsible for firm’s website, social media handles & online investment application
- To enhance the presentation and communication skills through seminars and workshops
- To enhance the computer literacy and its applicability in business
- To implement leadership skills for working effectively within diverse teams
- Instrumental in setting up & launching the wealth management business
- Collaborating with fund managers & research analysts to gain & disseminate insights on capital markets
- Promote sharing of resources & ideas within teams
- Engaged in active and continuous professional learning that is relevant to one’s area/ subject discipline

Regional Head (Wealth Management & Equity Product Group) at ICICI Securities Ltd, New Delhi
(March 2017–Jan 2021)

- Advising clients and family offices on Equity & Debt oriented Mutual Funds which meets their investment objectives / financial goals
- Dissemination of periodic debt & equity market view to clients and keeping them updated on latest capital market developments
- Generating revenue as per company benchmarks while identifying customer needs & giving solutions across various asset classes – PMS, Mutual Funds, Equity, insurance and structured products
- Deliver on AUM and revenue growth targets and key operating metrics (such as accounts management, client acquisition, client satisfaction, portfolio mix)

AVP (Burgundy) at Axis Bank, New Delhi
(Sept 2016-March 2017)

- Revenue Generation: Acquire, retain, deepen portfolio to maximize sales performance to achieve revenue targets through liability products (Current /Savings / Term deposits), wealth management
- Advising clients and family offices on Equity & Debt oriented Mutual Funds which meets their investment objectives / financial goals
- Offer Wealth Management Solutions to clients across the asset class spectrum, i.e. equities, fixed income, alternate products etc. and bank-related products & services Product Advice
- Dissemination of periodic debt & equity market view to clients and keeping them updated on latest capital market developments

North Head - Institutional Business (Equities & PMS) at Motilal Oswal AMC Ltd
(July 2015–Sept 2016)

- Independently driving equity sales across corporate treasuries & family offices
- Managing relationship of corporate treasuries & family offices for their investments into mutual funds & PMS of Motilal Oswal AMC Ltd
- Advising corporate treasuries & family offices on Equity oriented Mutual Funds which meets their investment objectives / financial goals
- Monitoring PMS & mutual fund portfolios of clients & reviewing it through fund manager
- Strengthening relationship with channel partners & corporate treasuries by organizing fund manager events to get a higher market share of mutual funds

North Head - Institutional Business & PMS at ICICI Prudential AMC Ltd
(May 2006-June 2014)

- Driving high market share in debt & equity funds across corporate treasuries, private banks & national distributors
- Meeting Banking Channel Partners & treasuries to understand their investment requirements according to their risk appetite, liquidity & investment horizon
- Advising banking channel partners & corporate treasuries on Equity & Debt oriented Mutual Funds which meets their investment objectives / financial goals
- Monitoring PMS & mutual fund portfolios of clients & reviewing it through fund manager
- Strengthening relationship with channel partners & corporate treasuries by organizing fund manager events to get a higher market share of mutual funds
- Dissemination of periodic debt & equity market view to channel partners and keeping them updated on latest capital market developments
- Developing sales strategies to deepen products of the organization across channel partners

Manager – Wealth Management & Portfolio Services at ASK Raymond James
(July 2005–May 2006)

- Acquiring & nurturing new client relationships. Advising clients on their financial goals, investment strategies with focus on liquidity, risk adjusted return, investment horizon, tax implication, investment allocations & return expectations
- Monitoring investment performance, reviewing & revising investment plans based on modified needs & changes in market dynamics

Investment Advisor (Equities & Private Banking Group) at HDFC Bank, New Delhi
(May 2004-July 2005)

- Revenue Generation: Acquire, retain, deepen portfolio to maximize sales performance to achieve revenue targets through liability products (Current /Savings / Term deposits), wealth management
- Offer Wealth Management Solutions to clients across the asset class spectrum, i.e., equities, fixed income, alternate products etc. and bank-related products & services Product Advice
- Strong Customer Relationship Management skills, able to acquire clients around specific product offerings
- Developing sales strategies across branches & educating investment concepts to maximize revenues

SKILLS

- Strong knowledge of Industry & Financial Markets
- Excellent presentation, interpersonal & English communication skills.
- Sound Technical skills to manage the dynamic online platforms
- Extrovert, result oriented, mentor and leader focused on outcomes and ability to stand up to committed deliverable
- Growth mindset
- Discretion & Trustworthiness
- Confident & Passionate
- Dedicated & Patient
- Organization skills
- Passionate about teaching, learning and be able to inspire teams
- Demonstrated ability to work in a high growth and dynamic corporate environment
- Investment Advisory & Portfolio Management

PERSONAL

DOB: 19th July 1977