

CONTACT

AJINKYA CHANDRAKANT GURAV

@ guravajinkya83@gmail.com

📞 9987674910

📍 14-C-401, Panchavati Society,
Chandivali, Mhada Colony, Sakinaka, Andheri
East, Mumbai- 400072

OBJECTIVE

To work in an environment which encourages me to succeed and grow professionally where I can utilize my skills and knowledge appropriately.

EDUCATION

2018-2020

- **Sir.M Visvesvaraya institute of management studies and research**
Post Graduation Diploma in Management studies Marketing

2015-2018

- **K.J.Somaiya college of Arts and Commerce**
Bachelor of commerce

2015

- **K.J.Somaiya collage of Arts and Commerce**
HSC

EXPERIENCE

1st August 2018 - 6
March 2020

- **Frr Forex Pvt.Ltd.**
Sales Intern
Handled banking clients and solved their Forex related problems.
Tied up new banks to increase more business opportunities through cold calling.
Did bulk sale or bulk purchase from banks to maximize profit.
Worked as a team player to achieve branch target.
Got corporate and travel agent reference from bankers by maintaining good business relationship with them.
Maintained report to track target on daily basis.
Selling others products like travel cards, travel insurance and tag 8 to achieve target

May 2020 -

- **Kotak Mahindra Bank**
Deputy Manager
Handling business of 5 assigned branches to achieve monthly targets
Managing team of over 20 people's with guiding them forex business.
Doing daily calling on existing customers to generate revenue.
Selling products like Forex cards and remittance.
Doing tie up with Education consultant and FFMC to grow business.

PROJECTS

- **A study on Role of sales executive in banking sector with special reference to foreign currency exchange**

FRR Forex Pvt Ltd.

- Company has obtained Full Fledged Money Changing (FFMC) license from Reserve Bank of India.
- Company commenced its operations on 10th July' 2010 with 14 branches across 09 cities covering major metros. Company also has a network of around 11 franchisee's across the country.
- Company has excellent business relations with American Express Travel Related Services Company (Amex) as agents for selling Travelers Cheques & Travel Cards, Axis Bank Ltd. and ICICI Bank Ltd. For selling foreign currency prepaid cards, Weizmann Forex Ltd. as agents for Western Union Money transfer business, UAE exchange as agents for Money Transfer business under the brands, "Moneygram" and "Xpress Money" and Karvat Insurance Pvt. Ltd. for selling of overseas travel insurance products.
- Company is amongst the top 5 sellers for Axis Bank Travel Cards.

SKILLS

- Sales, Business development, tie up

LANGUAGE

- English, Marathi,Hindi

INTERESTS

- Playing and watching cricket, love to do Workouts

PERSONAL INFORMATION

- Father's Name :- Shri. Chandrakant Ganpat Gurav
Nationality :- Indian
Religion :- Hindu-Maratha
Gender :- Male
Date of Birth :- 25th December 1997