



PRODUCT MANAGER

AKSHAY KUMAR

ABOUT

Hello People,
I have a sound knowledge of Financial products in Capital market and have been involved in Equity product development . Previously I have worked with a start-up for 6 months wherein I worked as a Business Sales Associate and have learned valuable skills like communication, team building, goal setting, leadership and negotiation. I am disciplined and a punctual person who is ready to adapt and accept challenges however they come, also a team person who likes to take the lead and drive positive changes for the greater good.

CONTACT

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📍 Jamshedpur, Jharkhand.

SOFT SKILLS

- PROBLEM SOLVING
- TEAM BUILDING
- LEADERSHIP
- STRONG COMMUNICATION
- DESIGN BASED THINKING
- ADAPTABILITY
- CREATIVITY

WORK EXPERIENCE

PRODUCT MANAGER - ICICI SECURITIES LIMITED

ICICI SECURITIES, Navi Mumbai.

2022 - Present

- Involved in crucial regulatory projects and developed first of its kind product **MTF(Margin Trading Funding)**, as we were the first brokers to do so in the stock market.
- Collaborated with **NSE(National Stock Exchange)** to co-create friendly user experience for initiation and confirmation of stock pledging.
- Deep dived into trading cultures of millenials & youths to understand their preferences,risk capabilities & came up with feature like **GTT(Goods Till Triggered)** in our mobile trading application **ICICI Direct Marketsapp** .
- Collaborated with cross functional teams like **IT & Operations** to develop and manage the product lifecycle of the most used product MTF in all our frontend trading platforms.

BUSINESS SALES ASSOCIATE- CLEAR TAX

CLEAR TAX, Bengaluru.

2018 (April-December)

- **Exceeded Sales Targets-** Consistently achieved **125%** of assigned monthly sales targets by effectively prospecting and cultivating new business relationships.
- **Client Relationship Management-** Onboarded reputed firms like **Zerodha, Sharekhan & Muthoot Finance** and maintained strong relationships through active communication and personalized service, ensuring client satisfaction and repeat business.
- Developed strong **Communication** and **interpersonal skills** to represent product features and benefits to firms, also through extensive **Market Research & Analysis** to stay informed about industry trends, competitor activities, and customer preferences.

AKSHAY KUMAR

EDUCATION

Secondary School Jamshedpur Public High School.	2002-2014
Bachelor of Technology R.V College of Engineering, Bengaluru.	2014-2018
Master of Business Administration K.J Somaiya Institute of Management, Mumbai	2020-2022

ACHIEVEMENTS

Winner, TATA Football Academy Meet	2014
2nd Runner Up, District A-League Joga	2013
Winner, Annual Debate Competition - Shashtrath	2021

TECHNICAL COMPETENCIES

Java
Tableau

NON-TECHNICAL COMPETENCIES

Photography
Motion Graphics
Football & E-Football