

JAVED SOLANKI

JAMNOTRI Apt. Gr. Floor Flt. No. 1

Ambamata Road,

PALGHAR (W), Dist. Thane

Pin- 401404. India

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javed4uforever@yahoo.com

CAREER OBJECTIVE

Collective and dedicated interaction of people to achieve clear objective is what I believe and practice. In today's world, One has to be a team player, have leadership quality, focus on the area and /or scope of work and achieve results within a given time. To reach in a challenging position where I can affectively contribute my skill and abilities in an atmosphere of mutual trust and benefit to both, organization and myself.

HANDLING CORE RESPONSIBILITIES

- Ensure achievement of overall Branch Targets by generating business and cross sales.
- Key Customer Relationship Management & supervision of all HNI customer
- Ensure all components of the branch sales model function as per design
- Periodic review of progress vs. objective's Ensure clarity of Business objectives among staff .
- Complaints Handling.
- Review Branch Operations reports.
- Ensure compliance with rules, Regulations & Procedures

To Handle The Branch, Keep Relationship With Customers, Achieve the Goal Of Company, **Specialization in Team Handling and Branch operations**

Knowledge of Equity, Derivatives and Commodities, Insurance, mutual funds etc

**Strength : - Hard core marketing sales experience bottom to till
Management and self motivation and positive Attitude**

ACADEMIC CREDENTIALS

- ❑ **B.COM** from Mumbai University, 2003-2006.
 - ❑ **H.S.C.** from Pune Board, 2001-2003.
 - ❑ **S.S.C.** from Pune Board, 2000-2001.
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OTHER QUALIFICATIONS

Completed Certificate Course in Electric Wiremen from Maharashtra State Board of Vocational Examination.

English Typing 30 & 40 w.p.m. Marathi Typing 30 & 40 w.p.m.

NSE cash BSE cash NSE derivative currency derivative and Operations and Risk management examination and IRDA pass.

Computer knowledge

Diploma in Information Technology from C-DAC INSTITUTE PARBHANI

PROFESSIONAL EXPERIENCE

13 Nov 2017 to Till Date

Working with **BMA WEALTH CREATORS LTD AS ASSOCIATE VICE PRESIDENT (PCG-MUMBAI)**

Job profile:

- ☐ To generate & develop market for PCG Customers.
- ☐ As a Associate Vice President looking Mumbai Rest of Maharashtra cluster.
- ☐ Handling Area Mumbai & Rest of Maharashtra seating place is H.O Lower Parel.
- ☐ Create New Business Associates, Franchise, In house franchise DSA.
- ☐ With Excellent expansion plan trying to Develop sub broker in potential areas with excellent road map and capture retail client , HNI client and cross selling all company product and develop Business Associates
- ☐ Managing Branch team handling role , C.T.C. and Employee C.T.C multiple IR and full fill the franchise requirement
- ☐ Develop market at sub-broker branch for online and off line trading , cross selling all product such as Mutual Fund ,Commodity Trading, project finance, LAP, SAL ESOP funding, PMS, IPO funding and general and life and noon life Insurance etc. Marketing branding planning in commercial and residential area arranging road show event at shopping mall society such and trying to crate brand name and awareness of all products with introduction company profile at the minimum cost or zero costing marketing.

May 2017 to Nov 2017

Working with **JM FINANCIAL SERVICES LTD AS ASSISTANT VICE PRESIDENT (EBG- CLUSTER HEAD)**

Job profile:

- ❑ To generate & develop market for retail broking Customers and HNI portfolios
- ❑ As a Assistant Vice President looking ANDHERI branch, Subbrokers, Dsa and Franchisee
- ❑ Handling Area Mumbai Andheri and lower parel branch
- ❑ Create New Business Associates, Franchise, In house franchise, Remiser and DSA
- ❑ With Excellent expansion plan trying to Develop sub broker in potential areas with excellent road map and capture retail client , HNI client and cross selling all company product and develop Business Associates
- ❑ Managing Branch C.T.C. and Employee C.T.C multiple IR and full fill the franchise requirement
- ❑ Develop market at sub-broker branch for online and off line treading , cross selling all product such as Mutual Fund ,Commodity Treading, project finance, LAP, LAS, ESOP funding MTF, NBFC and general and life and noon life Insurance etc.
- ❑ Marketing branding planing in commercial and residential area arranging road show event at shopping mall society such and trying to crate brand name and awareness of all products with introduction company profile at the minimum cost or zero costing marketing.

May 2014 to April 2017

Working with **GLOBE CAPITAL MARKET LTD AS ASSISTANT VICE PRESIDENT**

Job profile:

- ❑ To generate & develop market for retail broking Customers and HNI portfolios
- ❑ As a Assistant Vice President looking 2 branch, Sub-brokers, Dsa and Franchisee
- ❑ Handling Area Mumbai Andheri and lower parel branch
- ❑ Create New Business Associates, Franchise, In house franchise, Remiser and DSA

- ❑ With Excellent expansion plan trying to Develop sub broker in potential areas with excellent road map and capture retail client , HNI client and cross selling all company product and develop Business Associates
- ❑ Managing Branch C.T.C. and Employee C.T.C multiple IR and full fill the franchise requirement
- ❑ Develop market at sub-broker branch for online and off line trading , cross selling all product such as Mutual Fund ,Commodity Trading, project finance, products for 5 year 10 year 15 year 20 year investment ticket size of minimum 25 lakh to 5 CR, general and life and non life Insurance etc.
- ❑ Marketing branding planning in commercial and residential area arranging road show event at shopping mall society such and trying to create brand name and awareness of all products with introduction company profile at the minimum cost or zero costing marketing.

Aug 2013 to April 2014

Working with **DESTIMONEY SECURITIES PRIVATE LIMITED** AS **SR. MANAGER**

Job profile:

- ❑ To generate & develop market for retail broking Customers
- ❑ As a Sr. Manager looking Mumbai Maharashtra, Sub-brokers, Dsa and Franchisee
- ❑ Handling Area Mumbai and Rest of Maharashtra
- ❑ Create New Business Associates, Franchise, In house franchise, Remiser and DSA
- ❑ With Excellent expansion plan trying to Develop sub broker in potential areas with excellent road map and capture retail client , HNI client and cross selling all company product and develop Business Associates
- ❑ Managing Branch C.T.C. and Employee C.T.C multiple IR and full fill the franchise requirement
- ❑ Develop market at sub-broker branch for online and off line trading , cross selling all product such as Mutual Fund ,Commodity Trading, project finance, mortgage lone and home lone of PNB and DHAN BANK saving and kasa a/c and real estate broking collaborate with builders.

March 2011 to July 2013

Working with **PRABHUDAS LILLADHER PRIVATE LIMITED** AS **BRANCH MANAGER**

Job profile:

- ☐ To generate & develop market for retail broking Customers
- ☐ Handling Area Mumbai branch the details are Andheri Branch, Vashi branch, BSE branch, 55 sub brokers ,
- ☐ Sales Manager, Dealer, tally caller ,Marketing executive, Relationship Manager, Create New Business Associates, Franchise, In house franchise, Franchisee, Remiser and DSA
- ☐ With Excellent expansion plan trying to Develop Branches in potential areas with excellent road map and capture retail client , HNI client and cross selling all company product and develop Business Associates
- ☐ Managing people team , Branch C.T.C. and Employee C.T.C multiple IR and full fill the franchise requirement Develop market at sub-broker branch for online and off line treading , cross selling all product .
- ☐ Develop market at sub-broker branch for online and off line treading , cross selling all product such as Mutual Fund ,Commodity Treading, project finance etc.

May 2009 to March 2011

Working with **DESTIMONEY SECURITIES PRIVATE LIMITED** AS **MANAGER**

Job profile:

- ☐ To generate & develop market for retail broking Customers
- ☐ As a Manager total teams 20 people and 1 branch
- ☐ Handling Area Mumbai
- ☐ 2 Sales Manager, 1 Dealer, 1 tally caller, 5 Marketing executive, 10 Relationship Manager, Create New Business Associates, Franchise, In house franchise, Remiser and DSA
- ☐ With Excellent expansion plan trying to Develop Branches in potential areas with excellent road map and capture retail client , HNI client and cross selling all company product and develop Business Associates

- ❑ Managing Branch C.T.C. and Employee C.T.C multiple IR and full fill the franchise requirement
- ❑ Develop market at sub-broker branch for online and off line trading , cross selling all product such as Mutual Fund ,Commodity Trading, project finance, Insurance etc.

February 2006 to May 2009

Working with **INDIA INFOLINE LTD AS TERRITORY SALES MANAGER**

Job profile:

- ❑ To generate & develop market for retail broking Customers
- ❑ As a Territory Manager handling 6 branch and 7 Franchise
- ❑ **Handling Area Form Palghar, Boisar, Dahanu, Virar , Nallsopara. (West Zone)**
- ❑ 5 Branch Manager 3 Team leader and 42 Relationship Manager Large Team
- ❑ Create New Business Associates, Franchise, In house franchise, Remiser and DSA
- ❑ With Excellent expansion plan trying to Develop Branches in potential areas with excellent road map and capture retail client , HNI client and cross selling all company product and develop Business Associates, Generating revenue from branch arrange event Outlet & Online Demonstration in potential areas and Contacting Customers showed interest in Demonstration for online and off line trading and cross selling all product such as Mutual Fund ,Commodity Trading , Forex Trading, Fix Bond, PPF, Life insurance product LIC and ICICI Prudential and wealth management product etc.
- ❑ Contacting Customers showed interest in Demonstration.
- ❑ Managing Branch C.T.C. and Employee C.T.C multiple IR and full fill the branch requirement
- ❑ Recruit Experience and Fresher people and arrange training and motivate them and achieve company goal and targets

September 2005 to February 2006

Working with **SIFY LIMITED** (a leading BROADBAND Services Provider company) as **SALES OFFICER**

Job profile:

- ☐ To generate & develop market for Broadband Customers with our Business Associates.
- ☐ Working Area Form MUMBAI (Central line)
- ☐ As Sales Officer handling 35-50 Sales Executives.
- ☐ Organizing Outlet & Online Demonstration in potential areas
- ☐ Contacting Customers showed interest in Demonstration.

July 2004 to August 2005

Worked with **EXATT TECHNOLOGY PVT. LTD.**, (a leading BROADBAND Services Provider company) as **MANAGER**

Job profile:

- ☐ To generate & develop market for Broadband Customers with our 120 Business Associates.
- ☐ As **Manager** handling 45-50 Sales Executives.
- ☐ Working Area Form Matunga to Thane (Central line)
- ☐ Organizing Outlet & Online Demonstration in potential areas.
- ☐ Contacting Customers showed interest in Demonstration.

BEYOND CURRICULUM

- ☐ I had been rewarded 3 times best performer in pan India for the period of June 2011 to April 2013 PRABHUDAS LILLDHAR
- ☐ Also, had been rewarded 4 times for the best Manager for the period May 2011 to OCT 2012 date DESTIMONEY
- ☐ Also got ESOPs in IIFL as per my performance track recorded and promoted step by step ladder ARM to Territory manager in 2006 to 2009.

PERSONAL DETAILS

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| <ul style="list-style-type: none">• Name: Javed Ashraf Solanki |
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• Father's Name: Ashraf G Solanki
• Date of Birth: 18 th March 1982
• Hobbies: Watching movies , Listing music, driving, Travelling, Help need peoples.
• Passport No: B5310574
• Driving License No: MH22/BC/1795
• Current CTC P.A: 12,00,000/- + Parks and Other standard company benefits mobile bill, traveling , laptop internet data card Etc.
• Expected Salary: Standard As Per Market
• ADHAR No: 780698668583
• Pan No: CMLPS9848H
• Nationality: Indian
• Marital Status: Married
• Communication Languages: Urdu, Gujarati, Marathi, Hindi & English

Permanent Address: JAMNOTRI Apt. Gr. Floor Flt. No. 1

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PALGHAR (W), Dist. Thane

Pin- 401404. India

Cell: 08898308434 javed4uforever@yahoo.com

I here by declare that all the above mentioned particulars are true to the best of my knowledge.

DATE: __ / __ / __

PLACE: _____

JAVED SOLANKI