**MANDAR JOSHI**

D1/101, Suncity Co- Op Housing Society Phase 1&2, Wadgaon Budruk,

Sinhgad Road, Pune-411051

 +91 8108-936-820  [mandarj10@gmail.com](mailto:mandarj10@gmail.com)

**Career Objective:**

Seeking Assignments in Equity/Investment Research, Valuations and Financial Modeling, Investment Management, Portfolio Allocation, Team Management and Client relationship Management in Financial Services Domain

**PROFESSIONAL SYNOPSIS:**

* Fair understanding of monitoring clients’ portfolio performance, conducting profitability analysis and rendering sustained advisory services for securing high ROI & increasing retention levels
* Resourceful at maintaining relationships with clients to achieve quality product and service norms by resolving their service related critical issues
* An effective communicator with excellent interpersonal, personal and client servicing skills
* Highly skilled in analyzing, interpreting and decision making abilities
* Ability to analyze a problem, identify causes and work feasible solution against them

**ORGANIZATION SCAN:**

**ICICI Bank Ltd:** [**http://icicibank.com/**](http://icicibank.com/)

June 2013 to Oct 2014

*Designation:* ***Assistant Manager II***

* Producing research-analyzing companies, industries and market trends project-planning and account management
* Managing key accounts, focusing on pilot projects and product development, working closely with consultants, fund managers and vendors
* Act as an interface between clients, organizations and development teams
* Worked extensively with Product Managers, addressing banking and investment requirements of HNI client’s
* Utilizing financial acumen and investment expertise to review client’s personal data and their needs
* Providing superior service & delivery to the clients & helping them to make their short term & long term investment goals
* Accountable for achieving product wise target plans & acquiring new HNI customer for increasing customer base
* Profiling risk of all mapped clients for better advisory on investment needs
* Resolving queries of all mapped clients within specified Turn Around Time (TAT)

**Domain Knowledge:**

* Retail Banking
* Business Banking: Banking role in Export Import Trades

**Pre MBA/PGDM EXPERIENCE:**

[**Bakers Deligh**t:](http://www.bakersdelight.com.au/) [**http://www.bakersdelight.com.au/cms/**](http://www.bakersdelight.com.au/cms/)

September 2008 to March 2009

*Designation****: Baker***

* Inventory control and production of bakery products
* Involved in providing training
* Performing day to day Bakery operations such as sales, ordering and packaging
* Improved the operational efficiency of the bakery by adopting appropriate processes and techniques

**Princess Cruises:** [**http://www.princess.com/.html**](http://www.princess.com/.html)

June 2005 to August 2008

*Designation*: ***Second Baker, Third Baker, Assistant Baker***

* Assisting Chief Baker in day to day Bakery operations such as requisition , inventory and packaging
* Inventory control and production of bakery products
* Coordinating with F&B Service, Accommodation & Front Office department for special orders
* Working with Chief baker to improve product quality based on passenger and superior’s feedback

**The Oberoi Grand:** [**http://www.oberoikolkata.com/en-US/Hotel/Hotel-Overview.aspx**](http://www.oberoikolkata.com/en-US/Hotel/Hotel-Overview.aspx)

Oct 2003 to March 2005

*Designation:* ***Operational Trainee***

* Preparing roaster, inventory taking and making requisitions
* Onsite preparation and kitchen inductions which help me gain experience in customer relationship.

**ACADEMIC PROJECT:**

*Valuation of Cipla Global Limited*

* Performed industry analysis of pharmaceutical industry. Did secondary analysis on various players in the industry.
* Evaluated various valuation options and based on Dr. Reddy’s Laboratories revenue components performed a ‘Discounted Cash Flow’ (DCF) analysis to calculate ‘Value of firm’ and ‘Value of a share.

**CERTIFICATIONS:**

* Wealth Management Training at ICICI Bank covering Retail and Business Banking
* Cleared NISM Certification Exam (AMFI for selling Mutual funds) with 70% aggregate (July2013)
* Insurance Regulatory & Development Authority Certification Exam (for selling Insurance) with 68% aggregate (July2013)

**IT SKILLS:**

* Proficient in MS Office (Word, Excel, PowerPoint) & Internet Applications
* Expert in SPSS- A tool for statistical analysis

**ACADEMIC QUALIFICATION:**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Degree** | **Institute / School** | **Board** | **Year** | **Results** |
| PGDM-FS | K.J. Somaiya Institute of Management Studies & Research, Mumbai | SIMSR | 2013 | 2.64/4.0 |
| B.H.M.C.T | Institute of Hotel Management and Catering Technology, Pune | University Of Pune | 2003 | 63% |
| HSC | Indian Senior Secondary School, Tehran, Iran | C.B.S.E | 1999 | 54% |
| SSC | Indian Senior Secondary School, Tehran, Iran | C.B.S.E | 1997 | 50% |

**PERSONAL DETAILS:**

**Date of Birth:** 22nd Oct 1981

**Languages Known:** English, Hindi and Marathi