

Subhendu Rath

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CAREER OBJECTIVE

To secure a position that allows me to acquire new knowledge and refine my skills in a real-world work environment. I aim to contribute meaningfully to the organization while gaining invaluable experience that supports my personal and professional growth.

PROFESSIONAL EXPERIENCE

Title: KEY ACCOUNT MANAGER

Company: Simply Vyapar App. Pvt. Ltd.

Duration (2024-Present)

Description:

- Proactively identified potential customers and maintained strong relationships with key clients.
- Acquired new clients for the VYAPAR App and served as the primary point of contact for all business-related matters.
- Built trust and credibility with clients, positioning as a trusted adviser and managing their portfolios effectively.
- Developed and executed strategic account plans aligned with clients' objectives (e.g., BILLS, GST and ACCOUNT).
- Conducted regular business reviews to assess client satisfaction and identify areas for improvement.
- Utilized expertise in SAAS products, CRM software, and consultative selling to enhance client interactions.
- Demonstrated proficiency in financial products and accounting practices.
- Collaborated closely with internal teams (Sales, Marketing and Product) to deliver an exceptional customer experience.

INTERNSHIP

Company: ZERODHA

Duration (01/09/2023-30/09/2023)

Learnings:

- Conducted past trend analysis of various stock indices.
- Made buy and sell decisions based on call and put chart analysis.
- Performed sector-specific stock analysis across different companies.
- Executed technical and fundamental analyses to inform investment strategies.

EDUCATIONAL QUALIFICATION

Qualification	Board / University	Institution	Year	CGPA/PERCENTAGE
MBA	BPUT, Odisha	Biju Patnaik Institute of IT & Management Studies	2022-24	72.2
BBA	Utkal University, Odisha	SCS(Autonomous) college Puri	2021	79.3
12 th Board	CHSE, Odisha	SCS(Autonomus) college Puri	2018	58
10 th Board	BSE, Odisha	Sara Swatisisu vidya mandir , Puri	2016	79.5

ADD ON CERTIFICATE PROGRAMS/ SEMINARS / WORKSHOPS

- **Selling Of Insurance And Financial Products Program :** (may 2023-july2023)
- **Mutual Funds:** Concept of SENSEX, NIFTY, Large Cap, Mid Cap, Small Cap, NAV
Term Insurance, Endowment Policy, Money-back Plan, Unit Linked Policy, General Insurance
Investment options: FD, RD, KVP, NSC, PPF, NPS, SGB
Taxation System related to financial products: Section 80C, 10(10 D), 80(D), 80(CCD)
- Participated in the State Level Seminar on 2021 **“Corporate Social Responsibility in India and Strategy for Marketing and Advertising “.**
- Winner of MARKCLAVE 2023 - **“Brand Engagement – BRITANNIA”.**
- Successfully completed the **“Introduction to Capital Markets”** from (Corporate Finance Institute)
- Successfully completed the **“Excel Dashboard for beginners”.** (Skill up by Simplilearn)
- Successfully completed the **SEBI – Investor Certification Examination.** (NISM)

KEY SKILLS

- **Computer Skills:** MS Office (Word, Excel, PowerPoint)
- **Languages Known:** English, Odia , Hindi
- **Professional Skills:** Analytical Skill , Financial skills, Accounting , GAAP, Statement Analysis , knowledge of Derivatives, Market research , Management Skills, Team Spirit, Flexibility, Learning Attitude, Adaptability, Project management.

EXTRACURRICULAR ACTIVITIES/AWARD RECEIVED

District level **KABBADI** champion, Team(**NILACHALA**) **2018-19**

PERSONAL INFORMATION

Father Name : Rabindra Kumar Rath

Mother Name : Rashmi Rath

Hobbies: Yoga , Playing games , listening music ,traveling.

Interest : Finance and Marketing

DOB : 11/09/2000