

Sovan Kumar

Bhubaneswar - 751001

+(91)9438133869 | +(91)8050181849

sovankumar89@outlook.in | sovankumar89@gmail.com

Dear Sir/Madam,

My education and prior work experience make me an ideal candidate for your kind consideration. I believe that I have the characteristics that you need and deserve.

My education background has prepared me for a role at your organisation. Particularly the study of Post Graduate Diploma in Management with specialization in Finance and Master in Arts with specialization in Economics has given me solid background so that I can perform to your expectations. I am eager to contribute my enthusiasm and up-to-date skills to your team.

I look forward to explore how I can make a positive contribution to your organisation.

I would greatly appreciate the opportunity to work with and learn from you and your talented team. I look forward to join you soon.

Sincerely,

SOVAN KUMAR

Sovan Kumar

e-mail- sovankumar89@outlook.in; sovankumar89@gmail.com

Mobile - +(91)9438133869; +(91)8050181849

Address - Type.IV-B; 47/2; Unit-3; Bhubaneswar- 751001; Odisha

Father's name - Budharam Sahoo

Mother's Name - Rajat Kumari Rath



OBJECTIVE

To Apply what I Learn and Aspire for Career Enriching Opportunities with a Growth Oriented Organisation

OVERVIEW

- IRDAI and NISM Certifications
- Capable of devising & executing result oriented strategies for marketing operations to achieve business targets & service delivery levels
- Ability in handling multiple priorities, with a bias for action and a genuine interest in personal and professional development
- Strong collaboration, communication and interpersonal skills with proficiency in grasping new management concepts quickly and utilizing them in an effective manner
- Industrial exposure, Rural camp and CSR seminar by ICC attended with XISS

KEY SKILLS

Analytical	Accuracy	Attention To Detail	Critical Thinking
Negotiation	Focused	Goal Oriented	Collaboration
Creativity	Microsoft Office	Confidence	Resilience
Punctuality	Emotional Intel	Team Work	Management

WORK EXPERIENCE

1. Toppr Technologies Private Limited

Designation - Deputy Manager, Academic Consultancy

August 2019 – Till Date

- Generating revenue of the team through educational consulting and by closing sales deals face to face with objections handling and price negotiations
- Assist in advising student/ parents in their learning needs through structured Counseling Sessions to understand profile and create need for smart learning
- Assist in fixing appointments and conducting home demo sessions on a daily basis including follow up sessions to generate revenue of the team by counseling prospects and converting them to sales through face to face home demos

2. KARVY Stock Broking Ltd.

Designation – Assistant Manager, Financial Advisory

October 2018 - July 2019

- New client acquisition, building new relationships and increasing depth in existing relationships with clients
- Selling online broking accounts
- Identifying customer needs, assessing their risk appetite and providing them investment options

3. SBI Life Insurance Co. Ltd.

Designation – Senior Executive, Insurance Advisory

August 2016 - October 2018

- Calling potential clients and meeting prospective clients to get data about their financial resources and existing coverage
- Analyzing clients' current insurance policies and suggesting changes if required
- Handling policy renewals and claim settlements

4. Suryo Udyog Limited

Designation - Junior Executive, Sales and Marketing

May 2014 - August 2016

- I. Assisting higher executive boards in enhancing corporate governance policies & monitoring workers
- II. Recommending in meeting proposals
- III. Preparing financial projections, info memo, business plans, presentations and handling social media

ON-THE-JOB TRAINING

National Aluminium Company limited

Designation - Management Trainee

April - June 2013

- I. Understanding the concept of Working Capital Management
- II. Analyzing various ratios from the balance sheet to understand the performance

EDUCATION

- Post Graduate Diploma In Management with specialization in Finance
From Xavier Institute of Social Service in the year 2012-14
- Bachelor in Business Administration with specialization in Finance
From KIIT School of Management in the year 2009-12

Additional Education

- Master in Arts with Economics as the specialization paper
From DDCE(Utkal University) in the year 2015-17

Certifications

- National Institute of Securities Market Certification for
 - I. Equity Derivatives
- Insurance Regulatory and Development Authority Certification for Insurance Advisory
- Post Graduate Diploma in Computer Application

COMPUTER SKILLS

- Microsoft Office
- Microsoft Access

ACADEMIC PROJECTS

1. Financial Planning

- I. To analyze the risk of the happening of an uncertain event & the impact it could create on people & their family
- II. To identify the insurance requirement against possible risk

2. Services Marketing

- I. GAP analysis to study different dimensions such as tangibles, reliability, responsiveness, assurance and empathy

3. Business Policy and Strategic Management

- I. Critical analysis of Merger with enterprise value

PERSONAL DOSSIER

- Languages Known - English | Hindi | Odia
- Represented School, College & State in Cricket Tournaments
- Passport valid up to 2024
- DOB - 02.02.1989

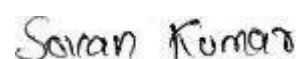
DECLARATION

I hereby declare that the particulars' provided here are true to the best of my knowledge

Name - Sovan Kumar

Place - Bhubaneswar

Date - 13/Mar/20



Signature