**Pranav Singh**

**B6/127,GF,Sector-5,**

**Rohini,Delhi-110085**

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***In pursuit to attain professional enrichment in the areas of Sales & Marketing /Branch/ Management/ Operations Team Management/Customer Relationship Management with a reputed organization .***

**CAREER CONCEPTUS**

* **Over 12 years of experience in the areas of :**

***- Profit Centre Head - Operations & Client Servicing Management - Sales & Marketing***

*-* ***Corporate Sales - Key Accounts Management - Team Management***

**Niche Area: Business Development,Foreign Exchange,Equity,Commodities,Currency & Mutual Fund,Investor Services, Franchisee Development,revenue Generation and Investment Management of HNI & Corporate Clients.**

**EMPLOYMENT HISTORY**

**Organisation : Reliance Commodities Ltd**

**Designation : Regional Product Manager**

**Duration : April 2019 to till date**

* Responsible for Commodity & Currency Business of the region
* Providing training to sales team, dealing team, channel partner team & franchisee in all branches.
* Preparing annual revenue target branch wise.
* Preparing monthly & quarterly revenue & sales report branch wise.
* Attending to investors/ clients (individuals/corporate clients) concerns & complaints and co-ordinating with Customer service team for effectively resolving them.
* Analyzing the financial capabilities of HNI clients for providing them appropriate investment solutions, ensuring that the solutions provided carry the minimum investment risk.
* Developing, Planning and Executing effective Promotions and Coverage Plans for the area.
* Developing Relationship with key decision-makers in target organizations for business development. .
* Arranging Currency and Commodity Seminar for existing clients & Franchisee.
* Setting up centralized dealing desk of the region under proper supervision.
* Coordination with Operation, Research, Compliance and HR team for smooth operation.

Responsible for profitability of Delhi,NCR and Rajasthan region.

**Organisation : BFC Forex & Financial Services Pvt Ltd**

**Designation : Area Manager-North**

**Duration : Oct 2018 to March 2019**

**Key Deliverables:**

* Responsible for Foreign Exchange business of all Branches of North India.
* To achieve Corporates, Travel Card, Portal transactions, Inward & Outward remittances
* products wise target of region.
* Monthly review of Bulk and Retail volume branch wise.
* Surprise inspection of branch to ensure the system and physical cash amounts tally.
* Creating relationship with empanelled bank
* Driving business of Area through identification and penetration of new market.
* Review MIS & Product wise business monthly.
* New Branch set up in defined area, recruitment of key staff and arranging training for them.
* Maintaining compliance requirement of business at branch level for smooth operation of branches
* Weekly review of DSR report product wise.
* Tie up with corporate,Hotels,Hospitals,Travel agents,education consultants and Freelancer agents to increase retail business.

**Organisation : Sharekhan**

**Designation : Regional Manager**

**Duration : Jan 2018 to Oct 2018**

**Key Deliverables:**

* Responsible for Commodity & Currency Business of region.
* Providing training to sales team, Relationship managers & franchisee in all branch.
* Preparing annual revenue target branch wise
* Preparing monthly & quarterly revenue & sales report branch wise.
* Attending to investors/ clients (individuals/corporate clients) concerns & complaints and co-ordinating with Customer service team for effectively resolving them.
* Analyzing the financial capabilities of HNI clients for providing them appropriate investment solutions, ensuring that the solutions provided carry the minimum investment risk.
* Marketing activities like pamphlet distribution, micro marketing campaigns, corporate tie-ups and co-branded promotions.
* Developing, Planning and Executing effective Promotions and Coverage Plans for the area.
* Developing Relationship with key decision-makers in target organizations for business development. .
* Identifying new streams for revenue growth & developing plans to build Client preferences.
* Arranging Seminar for existing clients, Franchisee & corporates.
* Setting trading desk at regional level.
* Coordination with Operation, Research, Compliance and HR team for smooth operation.
* Responsible for profitability of the region.

**Organisation : Geofin Comtrade Ltd(Formerly Geojit Comtrade Ltd)**

**Designation : Branch Head**

**Duration : May 2015 to Nov. 2017**

**Key Deliverables:**

* Acquiring Equity,Commodity,Currency & Mutual Fund Business
* .Recruitment, training and development of Sales Team, motivating them to optimise their performance level.
* Arranging Seminar in College, Mandi & Organisation on Financial Literacy to tap clients for organisation.
* Providing product training to employee
* Lead a result oriented team and is responsible for managing Branch Profitability,ensuring Quality Service and Customer Relationship Management.
* Review & monitoring all MIS (Calls, Prospects, Attrition, Business Done and Collection etc) to enhance performance at all levels.
* Managing On-Rolls Employees (Sales & Operations).
* Promoting Agri Commodities Business through Mandi & Corporate Clients.
* Managing Branch Compliance,Adminstration and Audit.
* Coordination with HO HR ,Operation and Research department.

**Organisation : Amrapali Aadya Trading & Investment Pvt Ltd**

**Designation : AVP**

**Duration : Sept 2008 to March 2015**

**Key Deliverables:**

* Ensure all components of the Branch model function **(Sales, Operation)** workas per design.
* Responsible for franchisee business of entire region.
* Acquiring new Franchisee & servicing existing **Franchisee**.
* **Providing product training.**
* **Making strategies to increase the business of franchisee.**
* **Achieve the Targets set in terms of product** Ensure full awareness of all policies relating to **operational, risk management, sales processes.**
* Will be responsible for **overall portfolio quality.**
* **Periodic review of progress vs. Objectives.**

**Organisation : Apollo Sindhoori Capital Investments Ltd**

**Designation : Branch Manager**

**Duration : Feb. 05-Aug 08**

**Key Deliverables:**

* **Overall supervision of Branch.**
* Directing the Sales team (SM, SRM, RM, ARM).
* **Managing On-Rolls Employees (Sales, Operations)**
* Ensure all components of the Branch model function **(Sales, Operation)** workas per design.
* Responsible for business of Branch.
* Lead a result oriented team and is responsible for managing the **Branch Profitability, ensuring High Quality Service and Customer Relationship Management**
* Review & monitoring **all MIS** (**Calls, Prospects, Attritions, Business Done and Collection etc**) to enhance **performance at branch levels.**
* **Achieve the Targets set in terms of product** Ensure full awareness of all policies relating to **operational risk & sales processes.**
* Training & development of the SMs, **RMs, ARMs and Operation Team** and motivating them to optimise their performance level.
* Will be responsible for **overall portfolio quality.**
* Manage the portfolio to **De-risk** against attrition and achieve stability of book.

**EDUCATIONAL PROFILE**

PGDMfrom IGNOU in 2004

B.COMfrom Delhi University in 1999

**Certification**

* NISM Equity Derivative Module
* NISM Currency Derivative Module
* NISM Securities Operations & Risk Management
* MCX Certified Commodity Professional

**PERSONAL DOSSIERS**

**Date of Birth : 16th Oct., 1977**

**Languages : English, Hindi**

### Nationality : Indian

**Father’s Name : Prem Chand Singh**

**Marital Status : Married**

Information given above is true to best of my knowledge

Date:

Place : Delhi  **(PRANAV SINGH)**