**ROHIT KUMAR SHARMA.**

**E-Mail:**rohit.sharma689230@gmail.com, Contact: +91- 9861090922

Address :- Plot No- 5D/1411 Cda Sector -10 Cuttack-pin-753014



**Seeking an assignment in Operation with organisation of high repute**



**PROFESSIONAL OVERVIEW**

A challenging career in a professional organization where I can exhibit my skill and strength

in conjugation with the company and its objectives.

* An incisive professional offering **10 Years and 5 Month** of qualitative experience as Operation and sales.
* Hands-on experience in analyzing business, functional and technical requirements of client from a project point of view.



**CORE COMPETENCIES**

I strongly believe that “Hard work which comes through trained hands never goes false and comes with a fruity result”.

* Possessing valuable insights, keen analysis and team approach to implement best practices to achieve business excellence.
* Strong document design skills with expertise in designing questionnaires, policies and other business related documents
* Exercise a high degree of discretion, mature judgment, and tact in handling issues of a sensitive nature
* Strong leadership, problem solving, planning, team building and project management skills.

**EMPLOYMENT DETAILS .**

**Currently working as a AREA HEAD in Monarch Networth Capital Ltd looking for HNI clients wealth management portfolio size 72cr with Team size of 15 people both B2B and B2C Channel. Products Training,Mutual funds,PMS AIF,Risk Management,Financial Planing Since 20th Jan 2020**

**Working as a State Head Financial Services For Airtel Payments Bank in Bhubaneswar , Looking for Entire Odisha Managing A team of 4 Zonal Manager and 90 Promoters , Given them Training on all Insurance Products , Promoter Productivity on sales insurance , Like Life Insurance, Health Insurance, General Insurance sales From 16th June 2019 to 15 th Jan 2020.**

**Working as a Area Head B2B Angel Broking Ltd looking for sub broker channel for mutual funds and pms requirement of new sub broker from market given them training on Mutualfund and pms handling a team of 8 Bdm posted at Bhubaneswar 11/06/2018 to 30th April 2019.**

**working as a Deputy manager In Axis bank as a priority RM in cuttack main Branch**

**transaction like RTGS NEFT cash deposit cash withdraw cheque entry looking for CASA , cash credit, over draft, loan against property , , car loan , personal loan , Business loan, Houseing loan, EEG, CC, OD.Managing portfolio AXISCU2 portfolio size 10.99 cr 302 customer and 175 groups givin them service help him to achive there financial goals , advice them to invest in mutualfunds life insurance, general insurance . Reporting to branch manager , From 01/06/2017.**

**Working with HDFC Bank Ltd as a Deputy Manager Grade E2 doing all cash and non cash related transaction like RTGS NEFT cash deposit cash withdraw cheque entry looking for CASA , cash credit, over draft, loan against property , , car loan , personal loan , Business loan, Houseing loan, EEG, CC, OD.Managing portfolio CUPB2 portfolio size 75.20cr, 782 customer and 175 groups givin them service help him to achive there financial goals , advice them to invest in mutualfunds life insurance, general insurance . Reporting to branch manager , Frm 14/12/2015 to 29/05/2017**

**Working as Branch manager in Geojit BNP Paribas Financial services Ltd. Currently , looking for branch revenue target , Motivating sales team to achieve there targets ,looking for third party product like GI, Life insurance , Mutual funds ,property services , Loan against shares and securities Margin Funding Daily looking the sales team productivity . Report to Regional Manager to all the activity. Maintain branch profit every month From 20/02/2014 to 27/08/2015.**

***Responsibilities:***

* Exposure to one or more trading instruments –stocks, fixed income, debt instruments, commodities and other trading areas
* Primary Markets, Trading & Settlement, Investment.
* Management, Derivative, Custodial services, Brokerage, portfolio Management.
* High level understanding of trade life-cycle with understanding of Front Office, Middle Office and Back Office functions and operations.
* Exposure to derivatives – futures, options, swaps and other common derivatives.
* Exposure to basic concepts of business reporting – Mark to Market, PnL, Position.
* Ensuring timely service to clients.
* Stock analysys using various tools provided by our company software.
* Client wise brocrage design and also change from time to time.(**Intra day, Delivery, Option**)
* Limit Request,Pay Out,Stock Deliver conformation to client DP or Pull A/c.
* DIS ,DRF execution and IPO punching.
* Any changes of client address,Bank Detail etc using PCR and update in back office software.
* Trading Software(Odin and web) Settings for client and branch.
* Follow the process like Additional Purchase,redemption,STP,SIP,SWP etc.
* Looking for loan against property and carloans , corporate funding , and all third party product , like life insurance , Mutual find, General insurance ....

**Since March 2011 to 20th feb 2014 with ADITYA BIRLA MONEY LTD, Trade Advisior**

***Responsibilities:***

* Exposure to one or more trading instruments –stocks, fixed income, debt instruments, commodities and other trading areas
* Primary Markets, Trading & Settlement, Investment.
* Management, Derivative, Custodial services, Brokerage, portfolio Management.
* High level understanding of trade life-cycle with understanding of Front Office, Middle Office and Back Office functions and operations.
* Exposure to derivatives – futures, options, swaps and other common derivatives.
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* Looking for loan against property and carloans , corporate funding , and all third party product , like life insurance , Mutual find, General insurance ....

**EMPLOYMENT DETAILS**

Working as a Senior Executive in operations in FCH CENTRUM WEALTH MANAGERS LTD 16TH JAN 2008 to 31st March 2011.

***Responsibilities:***

Financial Advisor with 3 years in investment banking domain in Investment Management Operations such as Portfolio Management, Security analysis, fund analysis, Client services, Client reporting & functional uses of Investment Banking software.

**ACADEMIC QUALIFICATION**

CHSE Betnoti college Betnoti 2004

B.Com, K B College Barang, 2007

HSC M P C High school Baripada 2002 (3rd Div.)

**NCFM CERTIFICATION DETAILS**

**NISM CURRENCIES DERIVATIVES MODULE**

**NISM SERIES V MUTUAL FUND DISTIBUTORS MODULE**

**NISM SERIES VII SECURITIES OPERATION &RISK MANAGENENT MODULE**

**NISM SERIES VII EQUITIES AND DERIVATIVES MARKET.**



**TECHNICAL SKILL:**

DISM Course from Aptech Computer Education, Cuttack, 2003, in the Grade of CREDIT., PGDCA.



**PERSONAL DETAILS**

Name : Rohit Kumar Sharma

Date of Birth : 23.04.1987

Sex : Male

Father’s Name : Mr. Raj kumar Sharma.

Nationality : Indian

Marital Status : Married

Languages : Hindi, English & Oriya

***DECLARATION***

All the above information are true & correct at the best of my knowledge & belief.

**Place : CUTTACK**

**Date : 21/10/2017 ROHIT KU SHARMA.**