

Relationship Manager

Lingappa T

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QUALIFICATION PROFILE

A Sr. Relationship Manager(Heading Branch) with experience in Pre and Post sale transactions of capital market and with an attitude to help clients to maximise their wealth. Demonstrated skills in analyzing Technical and Fundamentals of the companies and recommended to take appropriate actions to increase clients profits. Able to build strong, sustainable relationships with internal and external clients. Performing effectively under high-pressure circumstances and maintain the highest ethical standards

Core competences

- ✓ Team Management
- ✓ Capital Markets
- ✓ Relationship Management
- ✓ Negotiation skills
- ✓ Problem solving skills
- ✓ Pre & Post trade transactions

PROFESSIONAL EXPERIENCE

State Bank of India (SBI) CAP Securities Ltd

Sr. Relationship Manager (Operations and sales) February 2006 - Present

Key responsibilities:

- ✓ Manage a team of 3 Dealers, 2 Relationship Managers, 8 Market Executives and 1 Team Leader
- ✓ Ensuring profitability of the Relationship Managers by client acquisition and retention
- ✓ Creating awareness of stock market to Investors through stalls and organizing road shows
- ✓ Monitoring and ensuring timely pay-in/pay-out of funds
- ✓ Strengthen coordination between front office and back office
- ✓ Scrutinizing and managing risk proceedings like unauthorized trading margin call alerts, client debits and legal client complaints.
- ✓ Helping to maximize wealth of clients with value based research (Fundamental and Technical analysis) and advise
- ✓ Supervising fund transferring, non-cash transactions and reconciling suspense accounts

Relationship Manager

- ✓ Resolution to customer queries/complaints by adhering to compliance and company policies

Achievements:

- Introduced 1000+ clients to the branch in short span of time
- Generated more than budgeted targets on quarterly basis
- Contributed to stand the branch office top in south zone and top 3 in India
- Contributed to make the branch office as the highest profit making branch in South India
- Maintained strong relationship with the clients and provided investment advisory services.

Company: Geojit BNP Paribas Financial Services Ltd.

Designation: Executive (Equity Dealer/Back Office)

Key responsibilities:

- ✓ Introducing new clients to the firm and making them as active participants in trading
- ✓ Performing and placing orders on behalf the clients
- ✓ Initiating and taking care of Pay in and Payout
- ✓ Executing post- trading process
- ✓ Effectively addressing client concerns with a sense of urgency
- ✓ Making sure dematerialization, IPO and Bond issues fillings are duly delivered

Achievements:

- Introduced 150+ clientele to the branch
- Error free trading during my tenure
- Client advisory service
- Achieved monthly targets (client acquisition and revenue)

ACADEMIC QUALIFICATION AND CERTIFICATIONS

- ✓ **Master's Degree in Financial Management** from Sri Venkateswara University Campus, Tirupathi, Andhra Pradesh
- ✓ **Bachelor's Degree in Commerce** from Sri Venkateswara University, Thirupathi, Andhra Pradesh.
- ✓ NSE's Certification in Financial Markets (NCFM) in Capital Markets
- ✓ NSE's Certification in Financial Markets (NCFM) in Derivatives Market
- ✓ BSE Certification on Securities Markets.
- ✓ NiSM Mutual Fund Advisers Module.
- ✓ NiSM series VI – Depository Operation Certification.

Relationship Manager

TECHNICAL PROFECIENCY

- ✓ MS-office (Word, excel, PowerPoint and Access)
- ✓ Certified in Type-writing and Short hand

PERSONAL PROFILE

Date of Birth : 21.11.1980
Father's Name : T. Munaswamy
Marital Status : Married
Nationality : Indian
Languages : English, Telugu, Hindi and Kannada