

Relationship Manager

ARUP MAJUMDER

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EQUITY/FIXED INCOME/COMMODITY/FOREX/ FINANCIAL ANALYST/RESEARCH ANALYST/RISK MANAGEMENT PROFESSIONAL

Looking for a stimulating position in an energetic and supportive team where I can continue to give sound financial advice to a broad client base, founded on quantifiable, market-based investment research.

PROFILE

- A dynamic & result-oriented professional with over 9 years in the field of investment research, market analysis in equity, commodity, fixed income and forex markets.
- Experience in developing strategies for hedging price risk of commodities and currencies, client portfolio advisory services and product development.
- Presently working as **AVP-Research** of **Energetic Financial Research Pvt. Ltd, Bangalore**, responsible for **company's revenue growth by providing investment strategies and market analysis for its clients.**
- **Expertise in analyzing equity, commodity and forex market.**
- Trained to design and implement **Structured Products** in Commodities and Forex.
- Adept at performing **fundamental and technical analysis** of equity, commodity and forex derivatives market, using Bloomberg and Reuters information platforms.
- Hard-working, motivated professional with strong communication and analytical skills. A logical and strategic thinker with a proven track record in market research and portfolio advisory services, a strong negotiator and networker and thrive in a fast-paced environment.
- Having proficiency across analyzing pre-market news, supply & demand news, global economic news and data, financial information, political conditions around the world to take appropriate trading decisions.
- Trained to set up Hedge Fund business.
- Experienced in setting up **Dealing/Trading/Jobbing desk with Algorithmic Trading Strategies.**

Notable Accolades

- Joined as a Dealer in Dynamic Equities and was subsequently promoted to AVP-Trading within 6 years for demonstrating exceptional leadership qualities, analytical acumen and consistent profitable track record.
- Experience in leading a Research team of 23 people successfully for 4 years in equity and commodity markets.
- Successfully trained and facilitated more than 150 proprietary traders with day trading strategies and technical analysis of markets to help company achieve 200% revenue growth.
- Specialized in predicting long term to short term market outlook based on fundamental factors and technical indicators.
- Expertise in analyzing investment scenario across all asset classes, namely equity, commodity, forex and fixed income, analyzing their correlation trends and key economic drivers.

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PROFESSIONAL EXPERIENCE

ENERGETIC FINANCIAL RESEARCH PVT. LTD.(Bangalore)

From July'11

to Present

Privately held; 30 employees; Financial Services Industry

AVP-Research

Responsibilities:

- Primarily responsible for managing clients' investments, updating clients regarding market outlook and developing investment strategies.
- The nature and scope of the research and analysis include the following:

Products: Equity indices, US and German bonds, Metals, Energy & Forex futures.

Exchanges: CME, NYMEX, COMEX, CBOT, LME, EUREX.

Information Platforms: Bloomberg.

- Preparing Long Term Market Outlook for Equity indices, US and German bonds, Metals, Energy and Forex markets to predict possible change of price trends and major demand/supply zones.
- Preparing real time intraday strategies as well as end of day strategies on the following markets: S&P, FTSE, DAX, Euro Stoxx, EUR/USD, USD/JPY, GBP/USD, CHF/USD, Gold, Silver, Copper, Lead, Zinc, Crude Oil etc.
- Analyzing technical indicators on Chart, following macro economic data of various Countries and Inventory data of various Exchanges.
- Developing Strategies for spreads between German Bund, Bobl and Schatz, Us 10 yr. to 5 yr. treasuries.
- Actively monitoring US and EU central banks policies, key economic indicators and their effects on all asset classes.
- Actively monitoring the change in price trends and correlation between different asset classes to identify trading opportunities.
- Recruited, trained and equipped a Research cum Dealing desk to deliver real time research reports, track market movements and execute trades on behalf of clients.
- Manage several major equity/commodity/fixed income portfolios, overseeing funds investment and wealth management.
- Conduct risk profile assessments of clients and provide suitable investment/trading solution.

Achievements:

- Set up research and dealing desk from scratch, consisting of 30 people, trained in fundamental and technical analysis of all asset classes.
- Developed real time performance model of all individual asset classes that helps identifying intraday trends of the markets with 60-70% accuracy.
- 4.5 times increase in clients investments under management.

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DYNAMIC EQUITIES PVT. LTD.(Kolkata, Mumbai, Dubai)

From Jan, 2004 to May,

2011

Privately held; 150 employees; Broking/Financial Services Industry

Member Broker of NSE, BSE, NSDL, CDSL, NCDEX, MCX, MCX SX.

AVP – Trading

From April, 2009 to May, 2011

Responsibilities:

- Primarily responsible to provide usable and decisive market analysis, short term and intraday strategies to grow the proprietary trading business, which is the biggest business vertical of the firm.
- The nature and scope of the market analysis included the following:

Products: Equity indices and stocks, Metals, Energy & currency futures.

Exchanges: NSE, BSE, MCX, MCSX.

Highly traded instruments: Nifty, Nifty 50 stocks, USDINR, Gold, Silver, Copper, Lead, Zinc, Aluminium, Crude Oil, Natural Gas etc.

Algorithmic Trading Platforms: RTD Tango (RTS, Germany).

Information Platforms: Bloomberg, Reuters.

- Prepared Short to Medium term Outlook of markets to help traders identify current market trend and possible reversal opportunities.
- Daily Technical analysis of markets to identify intraday trading opportunities.
- Daily Pre-market briefings, Real time market commentary and EOD briefings to traders, providing analysis on technical indicators on Chart, Corporate action calendar, following macro economic data of various Countries and Inventory data of various Exchanges.
- Prepared real-time spreadsheet Models using Bloomberg to identify spread trading opportunities between stocks in NSE and BSE, NSE Cash and NSE F&O, MCX Calendar spreads etc.
- Provided daily Technical pivot levels to traders to help them scalping.
- Trained and facilitated the team of more than 150 traders with trading ideas, trading opportunities, strategies, product training and psychological training.
- Risk management control of the trading floor.
- Improved the implementation process and enhanced the algorithmic trading strategies by working with the development team to define and test new capabilities.

Achievements

- Set up one proprietary desk from scratch and recruited more than 50 traders and trained them.
- Achieved 200% revenue growth YoY.
- 50% increase in the number of traders.

Manager – Research

From May, 2007 to March, 2009

Responsibilities:

- Primarily responsible for generating fundamental and technical research outlook on following markets:
NSE listed indices and stocks.
MCX listed Metals, Energy & currency futures.
- Generated Medium to Long Term Outlook of markets using fundamental factors and technical indicators.

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- Generated Daily Pre-market briefings and EOD briefings to clients, providing analysis on technical indicators on Chart, Corporate action calendar, following macro economic data of various Countries and Central Bank policies.
- Daily Real time market commentary using company's chat interface provided to clients directly.
- Actively monitoring Indian equity markets scenario, RBI policies, Corporate Actions, FII flows, Corporate results etc.
- Closely monitoring correlated global equity markets like S&P 500, FTSE, H S I, Nikkei and correlated currency markets like USDINR, EURUSD, JPYUSD, HKDUSD etc. to identify global money flow trends.
- Closely monitoring international commodities futures market, key economic indicators, FED and ECB policies, Inventories in various exchanges to identify trends in commodities markets.

For Corporate and HNI Clients:

- Identifying Commodity and Forex risk for the corporate Client.
- Suggesting commodity and Forex hedging strategy to manage business risk of corporate client.
- Risk assessment and Portfolio management.
- Performance monitoring and Portfolio rebalancing.
- Assigning a team of relationship managers for each clients and regular follow up to ensure best service.
- Designing Structured product in commodity trading with capital protection.
- Updating the clients about various products with the help of graphical presentations after analyzing & assessing them, thereby maintaining customer relationships to achieve repeat/ referral business.

For Proprietary Traders:

- Developing Arbitrage strategies in cash & carry, between two exchanges and calendar spreads.
- Providing daily Technical pivot levels to traders to help them scalping.

Achievements

- Build a team of 23 research analysts by 2009 from a team of 4 in 2007. The team was responsible to provide key information and analysis needed for the survival and growth of all business verticals of the broker, namely Client Advisory Services, Retail Broking Services and Proprietary Trading Business.
- Was part of the team designing and implementing Equity and Commodity Advisory Services for HNI clients.
- Provided hedging solutions for agricultural commodities and base metals for natural traders and institutions like NAFED, New Delhi.
- Trained more than 400 people including traders, sub-brokers, clients and employees on technical analysis of markets, NCFM modules and product training.
- Maintained and valued relationships with customers, traders and associates across the industry.

Assistant Manager – Research

From May, 2005 to April, 2007

Responsibilities:

- Preparing Daily Research Reports providing trading advice to clients.
- Preparing Weekly Fundamental and Technical Reports on Equity Indices and Sectors including Banking, Auto, FMCG, Pharma etc.
- Analyzing large database of company results and performance numbers using spreadsheet models and pivot tables to identify stocks based on sound financial criteria.
- Developed strategies for daily intraday calls and positional calls.
- Responsible for attending meetings with the HNI clients to provide advice and suggestions as per their profile and risk appetite.

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- Responsible for solving clients' problems and queries about the market conditions.

Achievements

- Achieved more than 300% higher turnover by clients participation in Research calls.
- Promoted to Manager, to Lead the Research team for demonstrating consistent profitable track record of market recommendations and analysis.
- Brought substantial business by converting prospective HNI clients.

Sr. Executive - Dealer

From Jan, 2004 to May, 2005

Responsibilities:

- Executed trade related activities of the clients of the broker in NSE, BSE, MCX and NCDEX.
- Involved in Technical Analysis of stocks using FALCON software and giving out positional calls to clients.
- Providing clients with analysis on market condition by gathering key data.
- Trusted to successfully retain critical relationship with wide range of clients.
- Resolution of client queries related to ledger balance, bill, contract note, brokerage calculation, MTM calculation, trade confirmation, margins etc.
- Managing risk by continuously monitoring events that are relevant to our stock holding and open interest.

Achievements

- Adjudged best performer in 2005 and promoted to join Research team.
- Added value to relationships still remembered by clients.

EDUCATIONAL & PROFESSIONAL CREDENTIALS

B.Com (Accountancy), 2003

St. Xavier's College (Calcutta University)

Secured 73% marks, First Division, ranked 16th in the University

12th, 2000

St. Lawrence High School (West Bengal Board)

Secured 75% marks, First Division

10th, 1998

Laskarpur Vidyasagar Vidyapith (West Bengal Board)

Secured 81% marks, First Division

Certifications

- Certified in NCFM Capital Market Dealers' module.
- Certified in NCFM Derivatives module.
- Certified in NISM Currencies module.

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Professional Trainings

Hedge Funds Masterclass Program by **Terrapinn Financial Training**, presented by Dr. Jorge Guira in April, 2009.

The program included the following issues relating to setting up of a Hedge Fund Business:

- Management and internal trading controls
- Responsibilities to investors
- Valuation policies and procedures
- Risk monitoring
- Regulatory controls
- Transactional practices
- Business continuity and disaster recovery

Designing and Implementing Structured Products in Commodities by **Roland A. Jansen, CEO of Mother Earth Investments AG, Switzerland in 2008**. The program was aimed at creating a commodities linked index that

- Suits the need for Diversification to non-correlated asset classes or,
- Offers the benefits of inflation hedges or,
- Offers pure absolute returns.

Technical Analysis Course by **Elliot Wave International**.

Trading Strategies program by **Larry Williams**.

Leadership Trainings Attended

Attended the following training courses on Leadership and Execution trained by Franklin Covey South Asia:

- The Seven Habits of Highly Effective People
- The Four Disciplines of Execution

Date of birth: 28th January,1983

References: Available on Request