**Neeraj Khurana** Mobile:

+91 9873571963

neeraj.khurana23@gmail.com

**PROFESSIONAL SYNOPSIS**

Current Position : Assistant General Manager

Company : **Krasa International Pvt. Ltd.**

(Reporting to: VP)

Current Location : Noida, NCR, India

Total Experience : 9 Years +

Preferred Location : Delhi/ NCR

**AREAS OF EXPOSURE (KEY SKILLS)**

###### Business Development, Sales Promotion & Relationship Management.

###### Exposure inReal Estate and Capital Markets Products- Equity, Derivatives, Currency- FX, Commodity, PMS; Wealth Products- Mutual Funds, Bonds, Life Insurance& other Structured Products; Mortgage Products- Home Loans, LAP/ LAS, IPO Funding.

###### Equity analysis,financial analysis andrisk management.

* Team Handling.

**WORK EXPERIENCE**

Dec 2013– Till Date **Krasa International Pvt. Ltd. Noida, India**

Assistant General Manager

KRASA Group is an organization with unique identity marked by high level of commitment. Being a new entrant in real estate industry,the co.’s major focus isto launch multiple(commercial) projects in Delhi/NCR, Noida- being themajor focused city.

**Responsibilities:**

* Handling a team of 4 Business Development Managers.
* Acquisition of new channel partners and managing the existing partners to ensure increase topline sales.
* Managing investors’ payments and relationships, ensuring maximum satisfaction by bridging the gap between their expectations and delivery standards of the organization.
* Manage and implement BTL marketing activities and for ensuring fresh leads and also brand building.

**Achievements:**

* Achieved sales no.s over and above with the targets to become a part of the core sales team of the management.

Dec 2011 – Nov 2013 **India Infoline Ltd Delhi, India**

Sales Manager

India Infoline Ltd. is one of the leading players in the Indian financial services space withpresence in over 2,500 business locations offering advisory and execution platform for theentire range of financial services.

**Responsibilities:**

* Recruit, train and manage a team of Senior Relationship Managers, Relationship Managers and ManagementTrainees&to make it profitable.Set& achieveteam targets by driving sales across the product line and implement competent sales strategy for Third Party Wealth Products.
* Sales promotion and channel development for marketing the products throughvarious channels/ Franchisees and maintaining strategically beneficial relation with them.
* Risk profiling of HNI & Corporate clients, design appropriate trading strategies to fit their risk appetite and investment objectives. Ensuring that the professional standards are met with respect to customer service.

**Achievements:**

* Won accolade for achieving 9-turn revenue targets.

Jan 2008 - Nov 2011 **Indiabulls Securities Ltd Delhi, India**

Senior Relationship Manager

Indiabulls Securities is one of India's leading cos providingsecurities broking and advisory, depository, equity research services and IPO distributionto its clients. Indiabulls Securities is a pioneer of on-line securities trading in India.

**Responsibilities:**

* Ensuring individual productivity across the entire product line and managing the “Investor Risk” vis-à-vis their position & market exposure.
* Spearheading business development efforts for acquiring clients for online trading products, Real Estate projects and Wealth Products.
* Understanding the requirement and advising High Net Worth clients on equity portfolios to build harmonious relationships with them, ensuring maximum customer satisfaction.

Mar 2005 - Dec 2007 **Him Motors Pvt. Ltd. Delhi, India**

Assistant Manager

**Responsibilities:**

* Handling the entire life-cycle of finance cases.Sales & coordination with finance agencies for processing and expediting auto loans with institutions like HDFC Bank, TML Financial Services Ltd, ICICI etc.
* Train & building a team of executives in the dealership to manage various facets of operations, including administration.

**Achievements:**

* Head of Tata-Fiat joint venture. Promoted the brand of Fiat Palio and adventure.

**EDUCATION**

May 2007 **Symbiosis Institute of Management Studies Distance Program**

**PGDCRM**

Feb 2006 **Delhi University Delhi, India**

Bachelor of Arts

April 1998 **CBSE Delhi, India**

**M M PUBLIC SCHOOL**

(XII) Senior Secondary,

May 1996 **CBSE Delhi, India**

**M M PUBLIC SCHOOL**

(X) Matriculation,

**OTHER CERTIFICATIONS& SKILLS**

2009 NCFM Certification in Capital Markets National Stock Exchange, India

**Windows & Office tools**

MS Office Expert

E- Commerce Basic

**PERSONAL INFORMATION**

Date of Birth : 23 August 1980

Marital Status : Married

Nationality : Indian

Father’s Name : Shri Ashok khurana

Present Address : 32 1st floor pocket-14,

Sector-24 Rohini,

New Delhi-110085.

**Date :**

**Place : NeerajKhurana**