**Bharat Soni**

[bharat.soni03@gmail.com](mailto:bharat.soni03@gmail.com)

Wakad(Bhumkar chowk), Pune.

+91-9009235523.

**Professional Profile**

An organized and highly motivate achiever with effective team working and problem solving skills and able to communicate confidently at all levels**.**

* Skills in undertaking market research assignments for clients entailing collation of data.
* Successful in building relations with internal clients & upper level decision makers, seizing control of critical problem areas and delivering on client commitments.
* Abilities coordinating market research projects on field involving Marketing and Client Servicing.

**Professional Experience**

**MPHASIS (Indore) (April’08-Oct’09)**

**Customer Support Officer**

**Key Deliverables:**

* Resolve the customer issues.
* Understand the problems and give proper information.
* Satisfy customer with prompt services.

**A to Z Financial Services (Indore) (Jan’14 – July’18)**

**Marketing Executive (Reporting to the Manager)**

**Key Deliverables:**

* Responsible for sales of broking firm, advisory (stock tips) etc.
* Accomplish target in competitive era.
* Involved in Meeting with investors and broker for the business.
* Sending tips (stock advice) those who are willing to join our services.
* Take the regular follow up of existing clients.
* Made a call on the basis of Technical Analysis and candlestick chart pattern.
* Give the accuracy more than 65 % on daily basis.
* Maintain the Portfolio of customer with hierarchy system.
* Accomplish the organisation target and maintain the sustanabilibity.
* Maintained the Eod status on daily and monthly basis.
* Prepaid for Daily track sheet and monthly track sheet .
* Equity segment call generated Monday to Friday.
* Maintained excel sheet by daily basis.
* Understand the need and desire as per the organization norm.
* Explain the services with their pro and corn to customer.
* Generates the lead into the available one to expand our services.
* Conversion ratio should be hire because of target orientation.
* Increased followers on social media by 150% on average(Facebook & Linkdin), resulting in increased sales via the internet and increased in services.

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| **Internship And Trainings** |

**Ministry of Micro, Small and Medium Enterprises,**

**India (MSME) Development Institute - (Jan2011-Feb2011)**

**Key Deliverables:**

* M.D.P. on Finance
* Session on Equity derivative and its aspects.

**SNR Securities Finance Training (Angel Broking ltd**): **(July2010-Aug2010)**

**Key Deliverables:**

* Project on gold & stock market Analysis.
* Determine the market movment in Mcx and stock market.

**Academic Project:**

**A Study of Investor Preference in Mutual Fund :**

* In Monterey market analysed the preference in mututal fund.
* Spreading the pros and cons of mutual fund to investor via use of social media apps.

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| **Computer Proficiency** |

* Internet applications.
* Having knowledge of Computers in Ms Word, Ms Excel, Ms Power Point.

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**Qualification**

Post Graduation: MBA (Marketing & fin.) from DAVV,Indore 2012.

Degree : B.com from DAVV, Indore 2008.

Higher Secondary: (M.P.Board) 2004.

High School: (M.P.Board) 2002.

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| **Hobbies** |

* Watch Sport Events.
* Listening music (Ghazals).

**Personal Information**

Father’s Name : Arjun Soni

Date of Birth : 25/02/1988

Marital status : Single

Languages known : Hindi, English