*Curriculum Vitae*

**Dr.BABAR**

[**BABAR.353445@2freemail.com**](mailto:BABAR.353445@2freemail.com)

**PROFESSIONAL SYNOPSIS**

* **Empanelled with Securities and Exchange Board of India (SEBI) for Financial Education.**
* **Seven years**’ experience of Teaching in Management & Engineering Colleges.
* More than**13years’**corporate experience in Business Development, Finance, Security Analysis & Portfolio Management, and Operations in financial services sector.
* Master Trainer for **IICA-CSR Certification Programme of Ministry of Corporate Affairs**
* Member **of Lucknow Management Association** (LMA)
* *Master of Finance and Control with 1st division from Aligarh Muslim University, Aligarh in 199*5.
* PhD from Chandramohan Jha University, India in 2013

**CORE COMPETENCIES**

**Teaching(July2009- till date)**

* Applying Corporate experience in teaching to enrich students with practical knowledge
* Carrying out regular interaction of students with industry to make them familiar with industrial practices.
* Coordination for Seminar, Guest Lectures, Training & Soft Skills development programmes for students
* Guiding students in professional career development, Projects and Research Reports.

***Major Papers taught till date:***

* 1. **Financial Management**
  2. **Managerial Economics**
  3. **Management Accounting**
  4. **Entrepreneurship Development**

**Research Papers Published and Presented:**

1. Paper entitled “Realisation of Vision 2020 and The Role of Education in India”, Published in International Journal of Educational Science& Research(IJESR) ISSN(P): 2249-6947; ISSN(E): 2249-8052, Vol. 4, Issue 6, Dec 2014, 1-8
2. Paper entitled “**Fostering Growth Through FDI- Opportunities and Challenges**” With special reference to Higher Education, Published in Proceedings of National Seminar on Fostering Growth Through FDI- Opportunities and Challenges in Dewan V.S. Institute of Management, January 2014.
3. Paper entitled **“Financing Higher Education in India –Emerging Sources and Options** “published in Journal of Information Science and Management, Vol I, January-June 2013
4. Paper entitled **“Quality Improvement of Higher Education in India**” published in International Journal of Business SWOT, Vol VI, No.4 Oct-Dec 2012,ISSN: 0975-8836 Paper presentation on **“Challenges and Ways to Promote Growth of Country through Education**”, in National Seminar on Developed India: Vision 2020 organised by University of Lucknow.
5. Paper presentation on **“Challenges and Ways to Promote Growth of Country through Education**”, in National Seminar on Developed India: Vision 2020 organised by University of Lucknow.

**Conferences/Seminars and Training Program Attended:**

* Participated in one week International Workshop on **“Capacity Building for Research Methodology”** from 27th May to 02 June 2016, organised by **Royal University of Bhutan & Aligarh Muslim University, Aligarh**.
* Actively participated in Management Development Programme on “ **Interpreting CSR & its Compliance**”, conducted on March21,2015 at Azad Technical campus, Knowledge partner **Indian Institute of Corporate Affairs**( Ministry of Corporate Affairs, Govt. of India)
* Completed Training Programme on Faculty Development organised by **Centre of Technology & Entrepreneurship Development**, sponsored by **Department of Science and Technology, Govt. of India**, New Delhi during 20 January 2015 to 03 February 2015 at Lucknow Polytechnic, Lucknow.
* Training program **“Financial Education Resource Person**” organised by **National Institute of Securities Markets(NISM**), during 27th-31 January 2013.
* Amity Seminar on **“Fostering Entrepreneurship, Theory & Practice**” held at Amity University Lucknow on September 7th 2012.

**Corporate (December 1995-February 2009)**

* Fundamental Analysis of the stocks in the financial market
* Monitoring clients’ portfolio performance, conducting profitability analysis, rendering sustained advisory services for securing high ROI and increasing retention levels.
* Analysing risk& return appetite of individual for providing them investment solutions, ensuring that solutions provided match the risk profile.
* Tie-up with distributors, Chartered Accountants for fund raising activities. Recruiting, leading, training & monitoring the performance of team members to ensure efficiency in operations and meeting of individual & group targets.

**ACADEMIC CREDENTIALS**

* Doctorate of Philosophy in Management, from CMJ University, Meghalaya India, in 2013.
* Master of Finance and Control (MFC) with 1st division from Aligarh Muslim University, Aligarh in 1995.
* B.A. (Hon’s) in Economics from Aligarh Muslim University, Aligarh in 1993.

**PROVEN JOB ROLE**

**Teaching Experience (July, 2009: till date)**

**Dayal Group of Institutions Lucknow- India January 17- till date**

Working as ***Professor*** with capacity of Dean- academics.

* Responsibility for overall academic growth and development of the Institute.
* Teaching financial & management papers to MBA, BBA and B.Com (Hons) students
* Coordinate for Guest Lectures, Industry visits and other events for institution

**Azad Institute of Engineering and Technology Lucknow- India August 10- Dec 16**

***Asst. Professor*** in Azad Institute of Engineering & Technology Lucknow.

* Taught financial& management papers to Management and Engineering students
* Coordinated research projects of management students
* Liaison with training institute for Training & workshops for Management students
* Coordinator Quality Enhancement cell, Azad Technical Campus, Lucknow.

**School of Management Sciences Lucknow- IndiaJuly’09-July’10**

***Senior Lecturer*** with additional responsibility of Coordination for Admission and Placement.

* Taught Financial and compulsory papers to Final Year students
* An active member of Proctorial Board.
* Undertaken important responsibilities in Seminar and other events organized in the institution.
* Look after projects of third semester MBA students.

**Corporate (December 1995-February 2009):**

**Anand Rathi Securities Ltd Dubai-UAE October'07– March’09**

***Senior Relationship Manager****-Located in Abu Dhabi Market for Business Development*

* Managed portfolio of clients by periodic review of performance and rebalancing according to their investment strategy and the market situation.
* Undertake evaluation of Financial Products like mutual funds, Insurance, Stocks and Commodities based on Fundamentals.

**BarjeelGeojit Securities LLC Dubai-UAE July’05 – July’07**

***Financial Advisor***for HNI segment

Distributor in Financial and Insurance products. Having strong relationships with NRI investor in GCC. Trusted by Investors for expertise and services.

* Had been managing the assigned portfolio of the existing customers by timely advising them for their investments in financial products such as Mutual Funds, Insurance and Stocks etc

# KJMC Capital Market Services Ltd New Delhi-India Oct’03 – June’05

***Senior Manager*** *- Branch responsibility for the distribution of all financial products to the Corporate/HNI and managing the retail business through Sub-brokers.*

* Mobilised fund for Initial Public Offer (IPO) of :> Banks-Punjab National Bank–INR 870 Crs, Yes Bank-INR 78 Crs, Dena Bank- INR 216 Crs.

**Escorts Asset Management Company Ltd Mumbai-India Sept’98- Sept’03**

### *Assistant Manager*- Business Development in Mumbai and surrounding region through distribution channel and direct fund mobilization from HNI, Trusts and Corporate.

* Mobilised INR 156 Crs for New Fund Offer of Escorts Mutual Funds ( Escorts Growth Fund, Escorts Balanced Fund, Escorts Gilt Fund)

**Lloyds Steel Industries ltd Mumbai-India Dec’95- August’98**

*Joined as Management Trainee and promoted to Asst. Manager after probation period of sixth month in Client Interface Department .My job was to strengthen and develop strong relationship with clients*

* Actively participated in Rights Issue (INR 210 Crs) of Lloyds Steel Industries Ltd

**PROFESSIONAL COURSES**

AMFI Certified (Association of Mutual Funds in India) - Advisor's Module Conducted by National Stock Exchange.

Certified by IRDA (Insurance Regulatory & Development Authority of India) in 2010.

**ACADEMIC PROJECTS**

Topic: Performance Evaluation of Top Indian Financial Institutions in 1994

Equity Research Analysis in 1995e

**PERSONAL DETAILS**

Date of Birth: 15th September 1972

Marital Status: Married