JAYAPRAKASH

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**Objective**

Getting where one belongs to is a lifetime journey. Doing what one is supposed to is a momentum. Being in Financial Service industry is what inspires me most –to take up challenging assignments to achieve organizational objectives. Financial services has always been my forte and been the main boulevard in harnessing my talent and has helped me in raising the bar over the years, personally and professionally.

**Skills**

Joined as a lower cadre employee and achieved a highest ranking in organizations with strong ability, good communication, analytical and interpersonal skills.

**Education**

* Bachelor of Business Management from Dr. NGP Arts and Science College - Coimbatore, India

**Certifications**

* Multi Commodities Certified Personal from Multi Commodity Exchange of India Ltd.
* NSE's Certification in Financial Market from NCDEX of India Ltd.
* Personal & Family Financial Planning by University of Florida on Coursera
* Introduction to Managing your Personal Finance Debts by Alison.

**Experience (in reverse chronological order)**

**PCM Brokers - Dubai, UAE.**

*Head of Sales and Operations in Forex from Jan 2014 onwards*

Key Responsible Areas

* Handling various classes of financial assets such as Futures, SPOT and CFD’s.
* Contacting prospect customers and closing the deal either via phone or by meeting in person.
* Follow up with inactive customers and bringing deposits to the company.
* Bringing up new ideas and thoughts like providing promotions, bonuses or rebates for new or existing customers to increase business activity.
* In depth operational knowledge in MT4 Administrator and MT4 Manager.
* Good understanding of MT4 plugins like Scalping checker, Trade copier, Virtual dealer, Bridge etc
* Working closely with IT dept. on MT4 Server for managing the plugins and symbol setups.
* Attending all MT4 trading and promotional related customer complaints and queries timely.
* Surveillance is the core of operations, where monitoring the situation whereas there should be smooth process of price feed and order execution on respective books.
* Leading a team of members, assigning the tasks to respective individuals, assisting them to work closely to run operations smoothly.
* Understanding institutional clients and IB's specific trading requirement and guiding them to their need.
* Making tailor-made set-ups for White Labels as per their requirements.
* Preparing Monthly Introducing Broker, White label and Company P&L reports.
* UAT for in-house developed software’s like Client Cabin, Back Office, Toolbars, Billing etc in order to locate the errors and report to concerned team.
* Sharing ideas and suggestions with Management and other departments in order to work in harmony to achieve error free results.
* Dealing with 3rd party vendors like liquidity providers in order to maintain smooth relationship.
* Creating awareness of trading by promoting the new bonus or promotions in social medias.
* Flexible of working in different shift hours on rotation basis.

**Kotak Commodity Services Ltd - Coimbatore, India**

*Manager - Client servicing from February 2007 to December 2013*

Key Responsible Areas

* Instrumental in revenue generation for the branch by retail, HNI, Franchises and coordinators.
* Provide execution related advisory services for trading clients
* Managing a team of sales and support staff in achieving targets.

**KarvyComtrade Ltd - Chennai, India**

*Dealer Officer- June 2006 to February 2007*

Key Responsible Areas

* Revenue generation of the branch
* Business Development.
* Provide advisory services for clients on different financial products like Commodities, Stocks, MF etc

**Kankani Commodities - Coimbatore, India**

*Dealer Officer - May 2005 to June 2006*

* Trading on Institutional clients Instructions, in different market depending on their requirement via TWS platform.
* Order Execution and generating daily reports.

JayaPrakash