CURRICULAM VITAE



**KAREEMUDDIN**

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# Aiming for career enrichment in the field of Finance/Wealth Planning .

# Position:

Looking for the position for Assistant /Deputy Branch Manager.

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# Profile

Finance management professional with over 10 years of experience in the field of Investment Banking and financial advisory (wealth management).

Career Objective:

Seeking new challenges, looking to join a progressive organization that has need and offer opportunities for advancement. Seeking a position where I can serve with my utmost capabilities and where I can give full play to my creativity to excel within and to grow with Institute**.**

**Educational Qualification:**

* **Bachelor of COMMERCE** from Swathi Degree College, Dilsukhnagar

Affiliated to Osmania University, Hyderabad with distinction.

* **Intermediate C.E.C.** from New Govt. Junior College, Malakpet,

Affiliated to Board Of Intermediate, Hyderabad in Merit Division.

* **S.S.C.** from Gyanodaya High School, Santosh Nagar, Hyderabad,

Affiliated to Board of Secondary, Andhra Pradesh. With Distinction.

**Soft Skills (Technical):**

**Microsoft Office.**

**Windows XP and Browsing.**

**C-Language**

**Area Of Expertise:**

* Ability to work across multiple fields and pick up new areas quickly with in short time.
* Excellent knowledge of marketing strategies and current market.
* Very energetic, organized and have well public relationship knowledge.
* Great ability to deal with the clients queries, problems or complaints.
* Strong resolving power with the leadership and team player qualities.

**Professional (Work) Experience:**

**BLUECHIP CORPORATE INVESTMENT CENTRE LTD.**

Branch sales Head : **01/04/2006 - 30/12/2014**

Progressed through roles of increasing scope and responsibilities during highly successful tenure of 8 yrs..

Utilized thorough knowledge of investment products, including stocks, bonds, mutual funds, life and annuities plans to promote the development of managed portfolios for clients.

.Mutual Funds like UTI, SBI, BIRLA SL, FRANKLIN TEMPELTON, HSBC, AXIS, SUNADRAM, RELIANCE , HDFC, L&T ,ICICI, TATA etc….

Life insurance companies like ICICI PRUDENTIAL, HDFC, RELIANCE, KOTAK MAHINDRA, BHARTI AXA & TATA AIA, BAJAJ ALLIANZ, EXIDE LIFE INSURANCE.

**BAJAJ CAPITAL LTD**

I was not in the country , I moved to UNITED ARAB EMIRATES in for one year and I back to INDIA joined in BAJAJ CAPITAL in February 2016 as Sr. Relationship Manager and working till date.

**Key Responsibilities:**

Managed a team of 10 Mutual fund and Insurance agents and trained them with varied Investment products of organization to ensure functional effectiveness.

Making the daily sales report including status of target achieved, turnover and new case files and reporting to Manager.

Grievance handling of the investors and Interactions with AMCs.

Independently lead a team of field executives to develop sales.

Conducting Road shows in various areas to demonstrate the products service.

Achieving monthly and quarterly targets.

Planning the debtors monitoring report for remittance and month end collections.

Maintaining good relationship with the customers and improving the business from existing customers strategically.

Responsible for the management of the resources.

Prepared the status report and presentations for the better deal and proposals.

Identifying the potential customer through efficient research of the investor’s background.

Maintain Existing and New Product Database.

Maintained and updated the market search and sales reports.

Prepared attractive presentations for the seminar presentations and marketing campaigns.

**Career Achievements:**

Certificate of Excellence from **ICICI PRUDENTIAL** in Aug-2010.

* + - * Certificate of Excellence from **BHARTI AXA**  for AUG-08 to JAN-09.
      * The Best field officer award from **BLUECHIP CORPORATE INVESTMENT CENTRE** for 2008-09.
      * The Best field Officer award from **BLUECHIP CORPORATE INVESTMENT CENTRE** for July 2009.
      * Certificate of Participation for Field Executive from **BLUECHIP CORPORATE INVESTMENT CENTRE** during the year 2011-2012.
      * Best New Comer performance from BAJAJ CAPITAL in July 2016.
      * Outstanding performance for the Quarter in Oct-2016
      * Oustanding Performance for the month of December-2016.
      * Best Relationship Manager during the financial year 2016-2017.
      * Best Tax advisor for the Month of june -2017.

**Core strengths:**

Hardworking and result oriented professional with exceptional command over communication and good discipline. Dedication to work and commitments with ability to re-growth at lean times. Applauding creative skills and caliber to tackle risks and bring out the anticipated results.

**Profile**

Date of Birth : 15-02-1988

Nationality : Indian

Religion : Islam

Marital Status : Single

**Passport Details**

Date of Issue : 23-Oct-2007

Date of Expiry : 22-Oct-2017

**Languages Known**

SPOKEN : English, Hindi, Telugu and Urdu

WRITTEN : English, Hindi, Telugu and Urdu

READ : English, Hindi, Telugu and Urdu