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|  | **Sachin**  **(8 years financial market experience)** |  | Email: [sachin.388372@2freemail.com](mailto:sachin.388372@2freemail.com) |  |

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| |  |  | | --- | --- | | **❘** | **Work History** |   Nirmal Bang Securities Private Limited - *Team Manager*  Mumbai, MH • 10/2014 - 11/2018   * Handling the team of 10 people with setting up them target and Support sales team for acquiring the clients for retail business. * Identified and qualified customer needs, developed sales strategies and negotiated and closes profitable projects with a 85% success rate. * Delivered a high level of service to clients to both maintain and extend the relationships for future business opportunities. * Researching the latest products and regulations and Looking for new sales opportunities. * Listened attentively to client feedback and worked with product development team to introduce revolutionary service expected to generate $3M in revenues. * Maintained weekly sales tracking and leadership reports to support operational enhancement and implement corrective actions.   Angel Broking Pvt. Ltd. - *Relationship Manager*  Mumbai, MH • 07/2011 - 08/2014   * Generated new business through selling Demat and Trading Accounts by exiting clients or new clients. * Used effective sales strategies to convince clients to accept proposals, resulting in an increase of more than $ [Number] in new business per year. * Built and maintained relationships with new and existing clients while providing a high level of expertise. * Communicated regularly with clients to understand needs, evaluate current product use and cross-sell new products. * Educated clients on available technological tools that would enable them to find solutions to achieve their financial goals.   INTELENET GLOBAL SERVICES PVT. LTD. - *Customer Care Executive*  Mumbai, Maharashtra • 02/2007 - 08/2007   * Provided customers information about products and services. i.e. new tariff plans and call charges. * Kept accurate records of all customer with their queries and transactions. i.e. balance deduction, reversal of balance. * Recommended new products and services to customers, resulting in add-on business. i.e. sms packs, value added services. * Communicated clear expectations and goals to each customer. * Answered product questions with up-to-date knowledge of sales and store promotions. * Responded to all customer inquiries thoroughly and professionally. * Received multiple positive reviews acknowledging dedication to excellent customer service.  |  |  | | --- | --- | | ❘ | **Professional Summary** |   Creative Broadcast Journalist that blends over 8 years of experience with strong academic background encompassing Electronic degree. Skilled in working collaboratively with cross-functional teams and diverse subjects in delivery of entertainment stories.   |  |  | | --- | --- | | ❘ | **HOBBIES** |   Reading books, listening to the music and Playing cricket. |  | |  |  | | --- | --- | | **❘** | **Skills** |  * Team training * Strategic Planning * Background in sales * Account servicing skills * Sales analysis * Business development and planning * Ms. Word * Ms.Excel * Ms.Power Point  |  |  | | --- | --- | | ❘ | **Education** |   Patkar-Varde College  Mumbai, MH • 2011  *Bachelor Of Commerce*: Financial Accounting, Financial Management, Auditing And Taxation.  Nirmala Memorial Foundation College Of Commerce & Science  Mumbai, MH • 2005  *Higher School Certificate*: Secretarial Practice And Accounting.  Secondary School  Malad West , • 2002  *Secondary School Certificate*: Mathematics And Science |