

# MD QAMAR ALAM

D.O.B. 05.06.1996, Gender: Male

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## PROFILE

Passionate and Competent professional working in Relationship Manager Role with nearly 3 Years of experience in finance, BFSI, Mutual Fund. Seeking to improve customer / client's service experience by implementing a personalised approach to every client. Utilized new customer and client strategies.

## SKILLS

~Microsoft Excel    ~MS-Office    ~MS-Power Point    ~Advanced Excel  
~ Financial Planning and Analysis    ~Cash Flow & Income Statement  
~Channel Sales    ~Channel Management    ~Finance    ~ Mutual Fund  
~Key Account Management

## EDUCATION

2018-2020	MBA+PGPFM, BIBS (Vidyasagar University)	Kolkata
	Secured First Class 65.75% (CGPA- 7.16)	
2015-2018	BBA (Finance), ATSS-CBSCA – Pune University	Pune
	Secured First Class 65. %	

## PROFESSIONAL CERTIFICATION

Mutual Fund (NISM VA)    Investment Advisor (NISM XA)    Tally ERP9  
Advanced Excel    Diploma in Computer Application (DCA)

## EMPLOYMENT HISTORY

Sep 2021	Relationship Manager, ICICI Prudential Asset Management Co Ltd,	Patna
	<ul style="list-style-type: none"><li>To handle Multiple Channel IFA , Bank and CEC</li><li>To work with responsibilities to provide sales and operational services to the customers and channel partner</li><li>To create awareness about mutual fund and our product to channel partners</li><li>To plan and conduct meeting with channel partner</li></ul>	
Mar 2020 – Sep 2021	Sales Trainee, Kotak Mahindra Asset Management Co Ltd,	Pune
	<ul style="list-style-type: none"><li>Worked with Banking Channel Axis Bank,RBL Bank and HDFC Bank.</li><li>Identified and Maximised sales , increased channel partners retention rate</li><li>Prepared and Maintained daily Call reported to achieve business targets</li></ul>	
Jul 2019 – Oct 2019	Sales Executive, ICICI Bank (off Roll Iprocess),	Kolkata
	<ul style="list-style-type: none"><li>Joined for internship and worked in Home Loan segment</li></ul>	
Mar 2017- Dec 2017	Finance Executive, IBA Infra Projects Private Ltd ,	Pune
	<ul style="list-style-type: none"><li>Looked after the Overall Finance and Admin and prepared the daily Cash and Expense Report</li><li>Created weekly labor finance reports and sent back to company's Account Department/ CA</li></ul>	

## KEY PROJECT

- Phoenix:** A presentation competition in 3 levels to research and present companies and industries
- Fundamental Analysis Project:** Analysis done on how to reduce your loan payout
- Capital Budgeting Project:** Project work on Capital Budgeting for IBA Infra Projects Pvt. Ltd.