



SHREYAS VORA

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SUMMARY

5/36, DL JAIN Compound , 64/B Dr Babasaheb Ambedkar Road, Opp. Voltas house , Chinchpokli east. Mumbai 400012.
SYNOPSIS : Strong 5 years and 4 months experience in Currency Derivatives and Financial markets, specialized in Equity markets. Currently working as Senior Relationship Manager in Nirmal Bang. MBA PGDM in Finance specialization from WELLINGKAR. Regularly tracking and updated with Global Economic News for forecasting the fluctuation in Currency and Financial Markets. ACADEMIC QUALIFICATIONS Pursued PGDM (Finance) 2nd Year from Welinkar Institute Of Management. Scored 80 % in PGDM (Finance) Final Year. Experienced business leader with demonstrated strategic planning, problem-solving and team-building abilities. Successful at bringing in and training staff to handle customer and business needs. Motivational, diplomatic and respectful of people from different backgrounds.

SKILLS

- Verbal and Written Communication
- Business Planning
- Strategic Decision-Making
- New Business Development
- Work Planning and Prioritization
- Sales Strategies
- Staff Management
- Issue Resolution
- Employee Motivation
- Finance and Accounting Oversight
- Mathematical Calculation and Reasoning
- Relationship Building

EXPERIENCE

- Franchise** / Motilal Oswal Financial Services Ltd - Mumbai 01/2020 - Current
- Equity Trading -- Selling and distribution of Mutual Funds
- Senior Relationship Manager** / Nirmal Bang - Mumbai 01/2019 - 01/2020
- Equity Trading -- Selling and distribution of Mutual Funds
- Mangal Keshav Financial Services LLP, RM – PCG 01/2018 - 01/2019
- New client acquisition for Equity and Commodity trading
 - Expansion of Mutual fund business.
- Relationship Executive** / ICICI Prudential Mutual Fund - Mumbai 01/2016 - 01/2018
- Recognition of Milestone achieved in Balanced Advantage Fund
 - Valuable Contribution in ICICI Prudential MF Connect for the Month of March 2018
 - Outstanding performance in Danganal (Mumbai Zone)
- Assistant Manager** / Kotak Mahindra Bank - Mumbai 01/2015 - 01/2016
- In Kotak Credit card Department with the retention team (Outbound Calling)
 - Achieved best target achievement % for the month of Oct, Nov & Dec' 2015
 - Was awarded with a trophy & certificate of "Best Performer" in outbound team in a span of 6 months.

EDUCATION AND TRAINING

MBA: Finance Mumbai University - Mumbai	06/2016
Master of Commerce Mumbai University	04/2016
Bachelor of Commerce Mumbai University GPA: 73.14	01/2014
High School Maharashtra Board GPA: 70	01/2011
School ICSE ICSE Board GPA: 70.28	01/2009
NISM	

ACCOMPLISHMENTS

- Certification in Mutual Funds Distributors (NISM Series- V A) from National Institute of
- Securities Markets.

INTERESTS

PERSONAL DETAILS , Date of Birth: 8th July , 1993 Languages Known: English, Hindi, & Gujarati Other Interests: Reading , Listening to Music. (Shreyas Mayur Vora)

LANGUAGES

English: First Language	
Hindi:	Gujarati:
<div><div></div><div>Proficient</div></div>	<div><div></div><div>Proficient</div></div>