

PRASHANT SAHAJWANI

MBA – Finance (ITM), M.Com (University of Lucknow)

Phone: +91 8291074132 Email: prashantsahajwani15@gmail.com Marital Status: Unmarried

Address: D-18 ,sec-H , Near Purania Chauraha, Aliganj , Lucknow

PROFESSIONAL SUMMARY

Finance & Banking professional with more than 2 years of experience in Sales & business development managing retail clients. Experience in wealth management with expertise in equity, mutual fund, home loans and life insurance products.

EXPERTISE

Relationship management, Business development, Mutual Funds, Equity, Retail Banking, Client Engagement, Wealth Management.

CURRENT PROFESSIONAL EXPERIENCE

ANGEL BROKING : Business Development Manager (April 21 – Present)

Acquisition of franchise business for the company, engagement with the client and giving them franchise of the company.

PAST PROFESSIONAL EXPERIENCE

AXIS BANK : ASSISTANT MANAGER (Oct 19- June 20, Noida)

KEY RESPONSIBILITIES

Acquisition of new customers for different financial products like homes loans, mutual funds, Life insurance and Equity.

ICICI SECURITIES - SR. RELATIONSHIP MANAGER (May 2018– Sep 2019; Mumbai)

Reporting to Branch Manager

KEY RESPONSIBILITIES

- Meeting retail clients and engaging with them on a frequent basis to build strong business Relationship with customers.
- Advice retails clients on various banking and financial products and services offered by the Bank.
- Profiling customers and providing them with wealth management solutions to cater to their specific needs.
- Acquisition of new customers by providing them with financial planning & investment advice.
- Cross selling, enhancing and upgrading existing customers.

SUMMER INTERNSHIP

ICICI AMC - MANAGEMENT INTERN (Apr 2017 – Aug 2017)

KEY RESPONSIBILITIES

- Conducted product and platform training in branches.
- Engaged with Clients to understand their preference for mutual funds amongst other financial products.
- Facilitated the empanelment process of IFAs and bringing them on-board.
- Promoted and created awareness about company's close ended mutual fund.

SCHOLASTIC CREDENTIALS

2018: MBA (Finance) from ITM Business School, Mumbai (67%).

2015: M.COM from National PG College, Lucknow (60%).

2013: B. COM from National PG College, Lucknow (60%).

2011: 10+2 from City Montessori School, Lucknow (81%)

TRAINING & CERTIFICATIONS:

NISM VA Certificate