

Amitabh Pandey



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Key Skills

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Strengths

- Relationship Management
- New Business Development
- Target Driven
- Captive clients (More than 20 with net worth greater than INR 50 Mio)
- Implementation of trading strategies like Bull and Bear Spread, Straddle, Strangle and other strategies using options
- Technical Analysis
- Regularly follow Equity Markets in India

Experience

Faculty of BBA & Examination Controller

August 2011 – Till Date

R S S Science College

Sitamarhi(Bihar)

Faculty of BBA

August 2013 – Till Date

R S S Science College

Sitamarhi(Bihar)

S. Manager

Feb. 07 To Dec 2010

Dawnay Day AV Securities Pvt. Ltd.

Mumbai(Maharashtra)

- Managed HNI & retail accounts to deliver portfolio growth
- Development of a risk profile-driven investment plan for investors depending on their age, risk appetite and liquidity needs
- Development and implementation of hedging strategies to guard against market risks
- Made recommendations to clients after analyzing Research reports depending on the support and resistance levels of stocks
- Developed asset allocation strategies for client's portfolios - short and long term investments through proper sector allocation
- Managed risk and ensured compliance to internal guidelines and external regulations
- Proactively identified and resolved account related queries and back office related issues

Trained Relationship Managers, Assistant Relationship Managers and Sales executives on products, compliance and risk related issues

Manager, Online Accounts

Jan 06. – Jan. 07

Indiabulls Securities Ltd.

Mumbai

- Managed HNI & retail accounts to deliver portfolio growth
- Proactively identified and resolved account related queries and back office related issues
- Responsible for bringing revenue by sourcing new e-broking relationships
- Consistently delivered on revenue targets

Assistant Manager

Mar. 04– Dec. 05

Infocom Network Ltd (Tradeindia.com)

Mumbai

- Responsible for revenue generation through space selling
- Trained Sales Executives about the Company's product & services and various processes & system followed in the company
- Identification of new business opportunities & retention of existing customers
- Consistently sought and gave feedback from the market to enable product enhancement and brand image

Team Leader & Sales Office

Nov. 01- Feb 04

Tata Home Finance

Delhi

- Responsible for direct sales and subsequently leading a team of sales officers for selling housing loan to individuals and corporate
- Responsible for Business development and brand promotion
- Train Sales executives about the company's product, documentation and various processes and systems within the company
- Conducted primary surveys and collected data on potential customer territories

Education

Persuing MPhil. In Management from Bihar University

MBA (Marketing), L.N.M. College of Business Management, Bihar University

Certifications:

- BCFM – Capital Markets
- BCFM – Derivatives Markets
- NCFM – Derivatives Markets

References

Dr. R N Kumar

Principal

R S S science College

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Mr. Saket Pandey

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