

ROYAL SHIVHARE

Territory sales Incharge

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Objective

Experienced Managerial professional with dependable, high energy and collaborative attitude having good organization and team management skills. Highly result oriented with a strong drive to succeed in a highly dynamic environment with variable priorities. Strength lies in my ability to multi-task with strong sense of ownership and urgency.

Experience

Quantum Mutual Fund AMC

Jan 2024 - Present

Territory sales Incharge

- Developed and executed strategic sales plans to achieve and exceed sales targets in the assigned territory.
- Built and maintained strong relationships with financial advisors, institutional clients, and high-net-worth individuals to promote mutual fund products.
- Conducted regular market analysis and competitor assessments to identify opportunities for business expansion and market penetration.
- Collaborated with marketing and product teams to create effective sales collateral, promotional campaigns, and educational materials.
- Ensured compliance with regulatory requirements and company policies in all sales activities and client interactions.

Aditya Birla Mutual Fund

July 2022 - Jan 2024

Relationship Manager

- Managed a portfolio of high-net-worth clients, financial advisors, and institutional investors, providing personalized investment advice and solutions.
- Built and maintained strong relationships with clients to understand their financial goals and recommend appropriate mutual fund products.
- Proactively identified cross-selling opportunities and promoted additional financial products and services.
- Collaborated with internal teams, including investment advisors and research analysts, to provide clients with timely market insights and investment strategies.

Perfect Solution

Feb 2022 - May 2022

Market Researcher (Internship)

- Identifies Potential new products or markets through research .
- Summaries and analyzes data, makes recommendation related to research finding .
- Presented findings and recommendations to faculty members and research team.

Education

Prestige Institute of Management and Research

Master of Business Administration (MBA)

2020 - 2022 —

Skills

- Marketing Communication
- Channel Management
- Distribution Management

Achievements & Awards

Successful achieved the targets by 150% in 4th Qtr (2024).

Won RM of the Week Contest for 4 times in Aditya Birla Sun Life Mutual Fund.

Successful Qualified for Employee of the month in Aditya Birla Sun Life Mutual Fund.

Certificate

NISM VA

MY SQL

Google Analytics

HOBBIES & INTERESTS

Travelling & Exploring
Networking