



## DEEPAK KUMAR SONI

Finance

### CONTACT

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- Ranchi, Jharkhand

### CERTIFICATIONS

- Personality Development Course by Federation of Indian Professionals
- Certificate in Communication Skill from TCS.
- Certificate in Marketing Analytics from UDEMY.
- Certified Lean Six Sigma AI Yellow Belt
- Financial Literacy by National Institute of Securities Markets

### AWARDS

- BizBrainz:The Ultimate Business Quiz Competition 2024 Masters' Union School of Business
- Certificate of Participation Union Budget Analysis 2023 IIM Khasipur
- Achieved 3rd Prize for Debate Competition Institute of Management Studies, Ranchi

### EDUCATION

- Master's**  
Institute Of Management Studies - July 2024 (Ranchi University)  
Masters Of Business Administration
- Graduation**  
Doranda College, Ranchi - November 2021  
Bachelor of Commerce (BCom)
- High School**  
Marwari College, Ranchi - May 2018  
JAC- Commerce
- Secondary School**  
Rotary School, Daltonganj - June 2016  
CBSE

### SKILLS

M.S Office, Presentation skill, Emotional Intelligence, Collaboration Skill, Effective Communication, Analytical thinking, leadership, problem solving, time management and teamwork.

## PROFILE SUMMARY

Motivated MBA Finance student with a proven track record of conducting thorough financial market research, analyzing investment opportunities, and offering valuable support to Financial Advisors and Planners. Possesses exceptional analytical abilities, unwavering attention to detail, and a strong aptitude for teamwork.

## WORK EXPERIENCE

### NIRMAL BANG SECURITIES PVT.LTD

Ranchi, India

#### Summer Intern

May 23<sup>rd</sup>- July 23<sup>rd</sup>

- Achieved a **20% increase** in client retention by effectively managing customer relationships.
- Strategized and executed surveys to identify potential customers and organized **Investor Awareness Programs (IAP)**, leading to successful acquisition and retention of clients.
- Optimized client onboarding processes, resulting in the successful opening of **10+ demat accounts** within a short timeframe.

### Investors Clinic

Ranchi, India

#### Relationship Manager

Aug 21<sup>st</sup>- Nov 22<sup>nd</sup>

- Managing Client's Portfolio** and providing After Sale Services to assigned customers.
- Identification and Acquisition** of Potential Customers as a part of company growth.
- Approaching existing customers with new savings & investment opportunities-**NFO**.
- Providing **periodic portfolio reports** to assigned Stock Market and Mutual Fund customers.

### IDFC Mutual Fund

Ranchi, India

#### Financial Advisor + OTJ

Jan 20<sup>th</sup>- March 20<sup>th</sup>

- Conducted market surveys resulting in a **20% increase** in identified customer needs and potential market opportunities.
- Identified and converted **50+ prospective customers**, contributing to a **15% increase** in business growth through effective promotion of mutual fund products.
- Managed sales for **50+ customers**, delivering after-sales support that led to a **25% improvement** in customer satisfaction and retention.

### Royal Sundaram General Insurance Co. Limited

Ranchi, India

#### Insurance Advisor (Intern)

Oct-Oct 2019

- Basic **Financial Awareness**, Knowledge of General Insurance, Importance of Health & Motor Taxation.
- Benefits under **Health Insurance Products**
- Planning for **Market Survey** & Creating Customer's Need
- Identification of **Prospect Customers** & Promoting Business

## LEADERSHIP EXPERIENCE

### RANCHI UNIVERSITY

Ranchi, India

#### President,

Aug 22<sup>nd</sup>- Present

#### Student Placement Coordinator

- Pitching companies;** Brought nearly **40+ companies** in this session.
- Local Companies visit for job creation.
- Maintaining and updating the database** of Job Opening and application.
- Managed the placement drive**, ensuring a smooth recruitment process for both students and recruiters.
- Developed and implemented successful placement strategies that increased job **placement rates by 25%**.