

PERSONAL INFORMATION

- ✉ **Email**
karsalan997@gmail.com
- 📞 **Mobile**
(+91) 9838188642
- 📅 **Total work experience**
3 Years 0 Month

KEY SKILLS

- Sales
- Business Development
- Client Relationship Management
- Business Process Improvement
- Service Operations
- Key Account Management
- Service Operations Management
- Business Analysis
- Project Management

OTHER PERSONAL DETAILS

- City: New Delhi
- Country: INDIA

Mohd Arsalan

Relationship Executive

PROFILE SUMMARY

Experienced Relationship Manager with a strong track record of boosting client retention. Increase in assets under management at Motilal Oswal Financial Services. Skilled in sales, business development, client relationship management, and business process improvement. Adept at fostering strong client relationships, developing personalized investment strategies, and enhancing portfolio. Proven ability to manage key accounts and improve service operations. Seeking opportunities to leverage expertise in project management and business analysis to drive growth and success in a dynamic organization.

EDUCATION

- 2021 M.A
Indira Gandhi National Open University (IGNOU), Delhi
- 2015 B.A
Dr Ram Manohar Lohia Avadh University, Faizabad

WORK EXPERIENCE

- Sep 2022 - Present Relationship Executive
SBI Card
- Sep 2021 - Sep 2022 IC
Bajaj Allianz General Insurance Company Ltd.

Apr 2023 -
Present

Relationship Manager

Motilal Oswal Financial Services (MOFSL)

- Fostered and nurtured strong relationships with existing clients, leading to a 15% increase in client retention rate.
- Implemented strategic sales techniques, resulting in a 20% growth in assets under management (AUM) within the first year.
- Collaborated with the research team to develop personalized investment strategies for high-net-worth clients, contributing to a 25% increase in portfolio returns.