

GAURAV SINGH

REGIONAL HEAD
(NORTH) - ADVISORY

PHONE | (+91) 9810482633
EMAIL | gauravs13@gmail.com
LOCATION | New Delhi, India
EXPERIENCE | 7 Years 0 Month

Key Skills

- Financial Planning And Analysis
- Leadership Management
- Budgeting And Forecasting
- Team Management
- Communication And Interpersonal Skills
- Strategic Planning
- Risk Management
- Banking Sales
- Investment Advisory
- Event Planning And Coordination
- Negotiation Skills
- Project Management

Certification

- The First Time Managers Programme By XIMR(Corporate Learning And Research Centre)

Languages

- HINDI

Profile Summary

Dynamic and results-driven professional with over 7 years of experience in financial services and business promotion. Proven track record in leading teams, driving sales, and managing high-value client relationships. Adept at organizing and executing marketing activities, conducting training sessions, and enhancing productivity and revenue through strategic initiatives.

Work Experience

Regional Head (North) - Advisory

Motilal Oswal Financial Services

07/2021 - Present

Team Handling : Leading Team of 10 TLs (Current) Driving Sales Through Well Defined Targets of Equity Linked Products That Includes : Trading+Dmat Accounts SIP IAP PMS Insurance

Business promotion Manager

Angel Broking

11/2018 - 07/2021

B2B Channel, Organize and conduct Marketing Activities, BTL Activities, Drive Business and Promotion Offers and Conduct training sessions for Channel Partners to enhance their productivity and Revenue.

Assistant Manager

Axis Bank

- ENGLISH

Hobbies

- Watching Movies And Tv Series
- Gymining
- Travelling

07/2017 - 11/2018

Relationship management with priority clients ,selling through services process ,Cover all products :investment,Loan products,retail cards,High Value savings and current accounts!

Education

MBA/PGDM - Marketing

2017

Guru Gobind Singh Indraprastha University (GGSIU)

Grade - 70%

B.B.A/ B.M.S - Management

2015

Guru Gobind Singh Indraprastha University (GGSIU)

Grade - 71%

12th

2012

CBSE , English

Grade - 65-69.9%

10th

2010

CBSE , English

Grade - 65-69.9%

Projects

Employee Motivation At jK tyres

61 Days

How the company keep their clients motivated, it was a academic live internship project for 8 weeks.