

MOHIT SARAWGI

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## ***CAREER OBJECTIVE***

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To associate myself as a true professional with an organization which will offer growth opportunities and avenues to integrate my own vision of success with the organization's and bring out the best of my caliber with total commitment to teamwork.

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## ***PROFESSIONAL SNAPSHOT***

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- Over 8 years of experience in Sales, Marketing, Business Development as well as Team Management with reputed organizations.
- Have completed **Post Graduate Programme in Business Management (Marketing & Finance)**.
- Currently working with **SBICAP SECURITIES LTD** as a **Cluster Manager** in Guwahati.
- Adopt at sales planning & execution, new business development, competitor analysis, promotions for the smooth functioning of the organization.
- Have skills in building product visibility, reviewing and interpreting market response to facilitate proper sales strategies & contribute towards the growth of an organization.
- An effective communicator with excellent relationship building & interpersonal skills, problem solving organizational abilities, posses a flexible & detail oriented attitude.

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## ***ORGANIZATIONAL DETAILS***

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**Joined SBICAP Securities Ltd in August'11 as Branch Manager now promoted as Cluster Manager.**

### Key Result Areas

#### **Sales & Marketing / Business Development**

- Managing business development activities & accountable for the top-line profitability & increased sales growth.
- Looking after Equity business for **State Bank of India** for entire North East circle (7 states ).
- Building & maintaining healthy relations with clients; ensuring maximum customer satisfaction for referral business and program.
- Handling team of 30 including Team Leader, Dealer, Relationship Officers and Marketing Executives.

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## ***PREVIOUS ASSIGNMENTS***

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### **HDFC Securities Ltd, Shillong**

**November'10 to August'11**

- Cross Selling of Different financial Products.
- Developing New Business Strategies so as to enhance sales.
- Client Acquisition in terms of business related to broking (Equity).

### **Indiabulls Securities Ltd**

**November'09 to November'10**

- Formulating & implementing sales strategies and handling various outdoor activities.
- Tracking competitor activities & providing valuable inputs & new ways of handling competitions and fine tuning the selling and the promotional strategies.
- Acquiring fresh HNI customer base and selling products according to their risk appetite.

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***IDBI Bank as Financial Consultant.***

***14 Months***

- Initiating BTL activities to channelise various products of IDBI Bank.
- Understanding the market dynamics and having an eye on competitor activities.
- Supporting the sales team for sales growth.

**Summer Internship**

**Kotak Wealth Management as Associate Wealth Management Trainee.**

**6 Months**

- Played a key role in marketing of different investment tools of Kotak.
- Got the chance of first hand customer interaction.
- Luring the existing customers to new offerings of the company.
- Acquiring fresh HNI customer base and selling products according to their risk appetite.

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**ACADEMIC CREDENTIALS**

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- ⊗ PGPBM (Marketing & Finance) from ISB&M,Kolkata
- ⊗ B.Com (Hons) from Gauhati University in 2006.
- ⊗ NCFM Certificate for Capital Market , Derivative Market (Dealers Module).
- ⊗ NSIM Certification for Depository.
- ⊗ Persuing CFP.

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**COMPUTER PROFICIENCY**

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- Well conversant with accounting package like Tally and general utility packages like MS–Excel, MS–Word, MS–PowerPoint and Internet.
- Diploma in Information Technology from NIIT, Guwahati.

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**PERSONAL DETAILS**

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Date of Birth : 17<sup>th</sup> November 1984  
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*I hereby declare that the above-furnished details are accurate and true to the best of my knowledge.*

**Mohit Sarawgi**