

BHARAT GURU MANSHARAMANI

#971-523917589

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OBJECTIVE

To work for a professional organization which offers challenging opportunities, an excellent cooperative working environment to utilize my professional knowledge, enabling me to improve my abilities, develop my functionality and improve the organization plans and work procedures.

EDUCATION

Qualification	Institute	Board/University	Year
MBA -Finance	Jaipur National University	Jaipur National University, Jaipur	2014
B. Com.	Government College	MDSU, Ajmer	2009-12
XII	Gujrati Senior Secondary School	Rajasthan Board Secondary Education	2009
X	Surya Dev Sharma Secondary School	Rajasthan Board Secondary Education	2007

PROFESSIONAL ATTRIBUTES / ACHIEVEMENTS

- ❖ Onboarding a client with highest annual insurance premium in the region.
- ❖ Promoting Yes Bank LTD. To senior office bearers in Army Hospital.
- ❖ National Service Scheme Certification.

CORE SKILLS

- ❖ Basic Computer Knowledge
- ❖ Microsoft Office (word, excel, power point)
- ❖ Finance Concepts
- ❖ Tally ERP 9
- ❖ Leadership

EXPERIENCE

Sales Executive: July 2020 – Present

Emirates NBD Credit Card (Derby Group of Companies). Visa from Pact Employment Services, Dubai.

- Responsible for generating revenue through existing clientele as well sourcing new clients.
- Identifying client needs for credit cards based on spending patterns i.e. movietickets, cashbacks etc.
- Identifying cross sell opportunities like card protection and insurance plans.
- Managing key accounts as well as new establishments and maintaining a referral network and looking for new migrants.

Sales Executive: July 2019 – June 2020**Deem Finance (Derby Group of Companies.) Visa from Pact Employment Services, Dubai.**

- Responsible for generating revenue through existing clientele as well sourcing new clients
- Identifying client needs for credit cards based on spending patterns i.e. movie tickets, cashbacks etc.
- Identifying cross sell opportunities like card protection and insurance plans
- Managing key accounts as well as new establishments and maintaining a referral network and looking for new migrants.

Relationship Officer: January 2017 – March 2019**Yes Bank, Ajmer.**

- Dealing with individual clients and SME's and offering professional advice and services on their banking needs
- Analyzing information and preparing plans best suited to individual clients' requirements
- Giving a holistic approach towards client portfolios by advising and creating cross-selling offerings spread across asset classes like FD's, Equities, Mutual Funds, and Insurances
- Managing clients banking transactions as well as the CASA requirement of the branch
- Addressing individual client's requirements for loans and mortgages
- Adhering to banks compliance requirements

Sales Executive: April 2012-October 2016**S.S. Enterprises, Ajmer.**

- Onboarding new wholesalers and distributors for FMCG products.
- Managing key accounts of the firm and strengthening the relationship
- Doing a survey along with the key partners and exploring ways to improve existing products and services
- Working closely with key account partners and offering ways to further penetrate the market

PERSONAL ABILITY

- ❖ Able to work Independently and with the Team.
- ❖ Inquisitive and curious about learning new things
- ❖ Hardworking, goal-oriented, Adaptive, Sincere and Supportive.
- ❖ Good fundamental knowledge.
- ❖ Problem solving & Analytical skills.

PERSONAL INFORMATION

Name	:	Bharat Guru Mansharamani
Date of Birth	:	01/07/1991
Nationality	:	Indian
Sex	:	Male
Religion	:	Hindu
Status	:	Single
Languages known	:	English, Hindi, Sindhi, Punjabi, Gujarati

DECLARATION

I hereby declare that above mentioned information is true and correct and I bear the responsibility for the correctness of the above-mentioned particulars.

BHARAT GURU MANSHARAMANI