

SACHIN KUMAR

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Professional Outlook

- **A dynamic professional with nearly 19 years** of rich and valuable experience in Financial Operations entailing Stock Broking, Business Analysis, Market Research, Business Development and Client Relationship Management.
- **4.5 year of academic experience in state university** in Punjab and college.
- Conversant in working with exchanges like **National Stock Exchange, Bombay Stock Exchange, Multi Commodity Exchange, National Commodity and Derivatives Exchange Limited.**
- Experienced in increasing sales revenues, exceeding targeted sales goals, developing profitable and productive business relationships and market development; Fair understanding of monitoring clients' portfolio performance, conducting profitability analysis, etc.
- Expertise in formulating business continuity plans, identifying & adopting emerging trends to achieve organizational objectives and profitability norms.
- An effective communicator with excellent skills in building relationships; possess strong analytical, problem solving and organisational abilities.

Skill Set

Financial Operations

- Providing information on economic, industrial & financial situations, including listed company information, i.e., their operations, financial status and operational results.
- Initiating & developing relationships with key decision makers in target organizations for business development.
- Responsible for analyzing, calculation and approval of financial exposure via senior level management for trading clients of having sufficient credit worthiness and reliability and maintaining effective debtors' management.

Risk Management

- Managing complete secondary market activities of the branch like Risk Management, Funds & Stock Settlements, Margin calculations for Derivatives segment, Queries resolution.
- Providing advisory services on cash market, derivatives, insurance products, etc.

Key Account Management

- Maintaining cordial relations with customers to sustain the profitability of the business. Maximising customer satisfaction level by on time delivery, monitoring customer complaints, providing efficient services.
- Ensuring quality delivery of services to the clients.

Occupational Contour

June 2018 – Till Date: S. D college Hoshiarpur
Assistant Professor

Joined as Assistant professor in E-Commerce Department At S.D Hoshiarpur in June 2018 under Grant in Aid scheme of Punjab Government.

2015 –2018 Till Date: Shri Guru Herral Sahib Collage for Women Chhabewal Hoshiarpur
HOD & Assltant professor In commerce (Permanent)

Joined as Assistant professor in Commerce Department At SGHRS Hoshiarpur in September 2015

2013 –2015: Punjab Technical University Jalandhar
Assistant professor Adhoc

Joined as Assistant professor in Department of Managemnt Punjab Technical University jalandhar

- Mentored the students of Management in field of finance
- Overseeing recruitment and selection and training and motivating students for placements
- Guided the research projects of more than 30 students in finance.

Significant Attainments

- Mentored the students for training and placements.
- 25 students were referred for summer training.
- 15 students were placed in different companies.
- Published 24 research papers

- Presented 20 research papers in different international and national conferences
- Published 4 books
- Worked as NSS officer for college
- Attended 8 faculty development programme and workshop
- In charge for NAAC Committee
- Conducted National Seminar IRCM and ECME
- Editor in Conference Proceeding with ISBN

**2004 –2013: Karvy Stock Broking Limited, Jalandhar & Ludhiana
Regional Head - Punjab**

Joined as Jalandhar Branch Manager in Karvy then Promoted to Regional Co-Coordinator then to Regional Head

- Spearheading a team of 80-90 team members at different locations of Punjab Haryana J&K Branches including Jalandhar, Amritsar, Ludhiana, Patiala, Rajpura, Ropar, Hoshiarpur, Phagwara, Barnala, Bathinda, Patiala, Jammu, Sirsa and Hissar.
- Overseeing recruitment and selection and training and motivating team for target achievement.
- Managing equities, mutual fund distribution, handling brokers and clients and undertaking negotiations with clients and taking deals from clients.

Significant Attainments

- Successfully started over 1000 accounts in the month in region during izeone drive to open online accounts.
- Opened 2000 DEMAT accounts within a short span of four months.
- Made rigorous efforts in making the region become one of the top three in India on online trading accounts.
- Successfully elevated the revenue upto 3 times and per employee revenue contribution in equity was doubled as Regional Head.
- Recognised as the first Region in India to have all the dealers NCFM certified.
- Procured more than 50000 applications in Reliance power IPO in the region.
- Provided advisory services to investor regarding mutual funds, capital gain bonds, tax saving schemes, etc.
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- Procured AUM of 50 crores in mutual fund from retail clients.

**2000 – 2004: Insight Share Brokers, Chandigarh
Manager**

Significant Attainments

- Awarded the Holiday Packages as incentive for achieving target.
- Received 400% growth in earning which was recorded in second year of branch opening.
- Headed the team of 7 persons includes Executives Operations and Marketing Executives.

Career Commencement

**1996 – 2000: Shriram Group Companies, Madras
Executive**

Educational Scan

2014	Pursuing Phd in Finance Punjab Technical university Submitted Thesis
2012	M.Com. from Punjab University
2009	MBA (PGDBM) From Symbiosis Pune with A+ Grade
2000	C.S (Executive) from ICSI Delhi
1996	B.Com. from the Punjab University / Scored 66%

Courses Completed

- Cleared NCFM Capital Market Module with 82% marks.
- Cleared NCFM Depository Operation Module with 75% Marks.
- Cleared AMFI (Advisor) Module with 65% Marks.
- Cleared NCFM Derivative Module With 76% Marks.]
- Cleared UGC NET in Management in 2012
- Cleared UGC NET in Commerce in 2017
- Cleared SWAYAM ARPIT (Refresher Course for Teachers)

Publications

2014	Published paper with title " E-Commerce and Customer Relationship Management " in IOSR Journal Special Issue having e-ISSN 2278-487X p-ISSN 2319-7668
2015	Published paper with title " Whither modern Women " in Conference Proceeding by Twenty Century having ISBN 978-93-85446-09-02

- 2016 Published paper with title " **Ambivalent Relationship of Gold With India**" in *International Journal of Research in Business Management Volume 4 Issue2* having ISSN(E):2321-886X
 Published paper with title " **Gold Frenzied Indians and Remedial Measures**" in *EPRA Journal of Multidisciplinary Research Volume 2 Issue 1* having ISSN(E): 2455-3662.
 Published paper with title " **Articulating Relationship of Innovative Idea and Entrepreneurship**" in Conference Proceeding having ISBN 978-93-82376-90-3
 Published paper with title " **Pottering Fortune: Case Study of Rural Entrepreneur**" in Conference Proceeding having ISBN 978-81-907999-8-0
 Published paper with title " **Merger and Acquisition: Recent Trends**" in Conference Proceeding by *Unimax* having ISBN 978-93-83730-82-7
 Published paper with title " **Monetary Policy: Trends in India**" in Conference Proceeding by *Unimax* having ISBN 978-93-83730-82-7
 Published paper with title " **Brexit: Consequences and Impact on India**" in Conference Proceeding by *Unimax* having ISBN 978-93-83730-82-7
 Published paper with title " **Women Entrepreneur: A Functional Overview**" in Conference Proceeding by *Unimax* having ISBN 978-93-83730-82-7
 Published paper with title " **E-commerce: Trends in India**" in Conference Proceeding by *Unimax* having ISBN 978-93-83730-82-7
 Published paper with title " **Diffusing Poverty: Case Study of Mann Deshi Bank**" in Conference Proceeding by *Unimax* having ISBN 978-93-83730-82-7
 Published paper with title " **Skill Development in Rural India: Case study of Social Entrepreneurs**" in *International Journal for Innovative Research In Multidisciplinary Field Volume 2 Issue 11* having ISSN: 2455-0620
 Published paper with title " **Financial Inclusion: Case study of Sustainable model by chetna Gala Sinha**" in Conference Proceeding by *International publisher Bloomberry* having ISBN 978-93-86349-58-3
- 2017 Published paper with title " **Case Study on Entrepreneurship development Initiatives under aegls of IIM Ahmedabad**" in Conference Proceeding by *Twenty first century* having ISBN 978-93-85450-24-2
 Published paper with title " **Skill development initiatives under aegls of IIM**" in *International Journal of Advance Research and Innovation* having ISSN: 23473258
 Published paper with title " **Price Discovery Between Spot and Contemporaneous Future Cotton Contract In India**" in *IOSR Journal Volume 19, Issue 7*. having e-ISSN: 2278-487X, p-ISSN: 2319-7668
 Published paper with title " **Co-integration and Causality Test of Spot and Contemporaneous Derivative Gold Contract**" in *IJRCS*. having ISSN: 2456-6683
 Published paper with title " **Empirical evidences on price discovery of Gold in spot and derivative market of India ot**" in *AJMST*. having ISSN: 2347-5005
 Published paper with title " **Cointegration and Causality Test of Future and Spot Gold Contracts**" in Conference Proceeding having ISBN 978-93-82191-40-7
- 2018 Published paper with title " **Emperical Analysis of Cointegration of Cotton Spot and Future**" in Conference Proceeding by *International publisher Bloomberry* having ISBN 978-93-87471-43-6
 Published paper with title " **ILFS Fiasco: A warning bell**" in Conference Proceeding having ISBN 978-81-940410-1-6
 Published paper with title " **Empirical evidences of efficiency of derivative contract of Gold**" in Conference Proceeding having ISBN 978-81-940410-1-6
 Published paper with title " **Causality test of spot and future contract of Gold**" in Conference Proceeding having ISBN 978-81-940410-1-6

Paper Presented

- 2013 Presented paper " **Rural Retailing a Peep into Half Opened Window**" in international conference at Sriganesh Institute of Management at Salem
- 2014 Presented paper with title " **E-Commerce and Customer Relationship Management**" in International Bussiness Research Conference-2014
- 2015 Presented paper with title " **Whither modern Women**" in national conference at Doraha Collage of Education, Doraha, Ludhiana
 Presented paper with title " **Role of Merchandise Management in Retailing**" in national conference at Rayat Institute of Management, Railmajra, Ropar, India
- 2016 Presented paper with title " **Articulating Relationship of Innovative Idea and Entrepreneurship**" in at ASRA College of Engineering and Technology
 Presented paper with title " **Pottering Fortune: Case Study of Rural Entrepreneur**" in national conference at Baddi University
 Presented paper with title " **Skill Development in Rural India: Case study of Social Entrepreneurs**" in national conference at Rayat Bahra Ropar Campus
 Presented paper with title " **Merger and Acquisition: Recent Trends**" in national Conference at SGHRS College, Hoshiarpur
 Presented paper with title " **Monetary Policy: Trends in India**" in national Conference at SGHRS College, Hoshiarpur
 Presented paper with title " **Brexit: Consequences and Impact on India**" in national Conference at SGHRS College, Hoshiarpur
 Presented paper with title " **Women Entrepreneur: A Functional Overview**" in national Conference at SGHRS College, Hoshiarpur

Presented paper with title " **E-commerce: Trends in India**" in national Conference at SGHRS College, Hoshiarpur

Presented paper with title "**Diffusing Poverty: Case Study of Mann Deshi Bank**" in national Conference at SGHRS College, Hoshiarpur

Presented paper with title "**Financial Inclusion: Case study of Sustainable model by chetna Gala Sinha**" in international conference at Fortune Institute of International Bussiness

2017 Presented paper with title "**Case Study on Entrepreneurship development initiatives under aegis of IIM Ahmedabad**" in national Conference Ramgarhia Girls college, Ludhiana

Presented paper with title "**Make in India- A step towards Success or Doom**" in national Conference at Mata Gujri Khalsa College, Kartarpur, Jalandhar

Presented paper with title "**Case Study on Entrepreneurship development initiatives under aegis of IIM Bangalore**" in national Conference at Mata Gujri Khalsa College, Kartarpur, Jalandhar

Presented paper with title "**Relationship Between Spot and Contemporaneous Future Cotton Contract In India**" in national Conference at NIT Hamirpur

Presented paper with title "**Cointegration and Causality Test of Future and Spot Gold Contracts**" in national Conference at Baddi University

Presented paper with title "**Skill development initiatives under aegis of IIM**" in national Conference at GGI Ludhiana

2018 Presented paper with title "**Emperical Analysis of Cointegration of Cotton Spot and Future**" in international conference at Fortune Institute of International Bussiness

Presented paper with title "**ILFS Fiasco: A warning bell**" in national Conference at SD College Hoshiarpur

Presented with title "**Empirical evidences of efficiency of derivative contract of Gold**" in national Conference at SD College Hoshiarpur

Presented paper with title "**Causality test of spot and future contract of Gold**" in national Conference at SD College Hoshiarpur

2019 Presented paper with title "**Academic Audit a Step towards Continuous Improvement**" in national Conference at JC DAV College, Hoshiarpur

Skill Development

2014 Participated in one week FDP on "**Research Techniques and Case Study**" At GNIMT, Ludhiana

2015 Participated in FDP on "**Introduction to Multivariate Data Analysis and Time Series Analysis**" at IKG PTU, Jalandhar

2015 Participated in workshop on "**IPR in Academia**" at IKG PTU, Jalandhar

2015 Participated in Orientation program on "**Universal human values and ethics**" at PCTE, Ludhiana

2016 Participated in 7 days national workshop on "**Advanced Techniques for Research**" at University School of Applied Management, Punjabi University, Patiala

2018 Participated in workshop on "**Quality in technical education through NAAC**" At AIACTR Delhi

Participated in workshop by NAAC at GNDU Amritsar

Participated in workshop on "**Leadership 4.0**" at IIM Amritsar

Resource Person

2016 Delivered Lecture as resource person on "**Financial Derivatives**" at GGI Ludhiana

2019 Participated as resource person in FDP "**How to Publish Quality Research Paper**" duction at LGC, Ludhiana

Technical Know-How

Well versed with MS Office & Internet Applications

Personal Dossier

Date of Birth: 24th April, 1976

Residential Address: 1383, Phase 2 UE, Dugri, Ludhiana - 141013

Linguistic Skills: English, Hindi & Punjabi