



Curriculum Vitae

Gautam Sangtiani.

Dubai

Contact Mobile: 0525383474

Email Id: gns077777@gmail.com

Professional Excellence Summary

- A competent professional with over **16 years** of experience in **Business Development , Marketing & sales**
- A keen planner and strategist with proven abilities in image and brand building, growing and managing professional associates and client relationships.
- **Core Competence - Resource Management, Client Relationship Management, Business Development.**

AREAS OF EXPERTISE

- Plan marketing activities to achieve volume estimations and review effectiveness.
- Analyses market trends, sales performance through channels, and other critical trends.
- Analyzing latest marketing trends and tracking competitors' activities and providing valuable inputs for fine tuning sales & marketing strategies.
- Monitor Competency grids and identify training needs for skill/competency up gradation.

Business Development

- Identify and develop new streams for long term revenue growth and maintaining relationships with customers to achieve repeat/ referral business.
- Utilize the public information and personal network to develop marketing intelligence for generating leads.

Brand Management

- Build brand focus in conjunction with operational requirements.
- Ensure maximum brand visibility and capture optimum market shares

WORK EXPERIENCE

- **Working as a Freelancer in Wealth for individual and family wealth Dec 2022 to till now.**
- **Sunrise finmart LLP. Business partner of IIFL Securities LTD. India 22 Mar 2021 to 30 Nov 2022**
- **Worked as Branch Manager.**
- Responsible for new client acquisition (HNI, & Family offices), building new relationships and increasing depth in existing relationships with clients.
- Managing Wealth of client individuals & Family's
- **Purnartha Investment Advisers Pvt. Ltd. (Mumbai)-**
- **Dec 2017 to May 2018**
- **Wealth Manager**
- Was responsible for Equity based investment advisory.
- Responsible for new client acquisition (HNI, UHNI & Family offices), building new relationships and increasing depth in existing relationships with clients.
- Responsible for identifying customer needs, assessing their risk appetite and providing them investment options.
- Responsible for achieving targets as assigned by the organization.
- **G's & T's Apparel store, Indore – Entrepreneur - Mar. 2011 till Nov. 2017**
- Owned and managed Men's apparel store in Indore as an Entrepreneur
- Was responsible for handling multiple business functions - Marketing, Sales, Business Development, Stock Maintenance, Client Relationship
- **Fairwealth Securities Ltd., Indore (Regional Office) (M.P.) - Branch Manager - May 2010 to Feb 2011**
- Sales and revenue responsibility for Liability, Wealth Management and All products of Branch sales and Revenue Responsibility of Third Party Products.
- Leading a team of 15 and Managing HNI and retail customers.
- Supervise and motivate Business development team.
- Planning for HNI & Retail Client acquisition, Activation and Brand Promotion.
- Product and Sales Training to Business Development team.
- **Angel Broking Ltd., Indore (M.P.) - Assistant Unit Manager - Jan. 2008 - May 2010**
- Handling business development team and RM's.
- New client/Sub-broker acquisition and Revenue generation with the existing clients/Sub-broker.
- Maintain the MIS and handling the necessary documentation.
- Planning for market dynamics & implementation of hardcore selling strategies.
- Providing investment advisory services.

- Managing day to day affairs in terms of Client relations and servicing.
- **ICICI Home Loan, Indore (M.P) - Sales Officer - July 2004 – August 2007**
- **ICICI Home Loan, Thane Mumbai - Business Development Officer - June 2003 – July 2004**
- **Everest Masala, Indore (M.P) – Distributer - June 2000 - March 2003**

Academics

<i>Course</i>	<i>Institution</i>
D.B.A	BIPM
High School	M.P Board, Ujjain.

PERSONAL DETAILS

Name : Gautam Sangtiani

Father Name : Late Mr. N. H. Sangtiani

D.O.B : 07th Dec, 1975

Languages Known : English, Hindi & Sindhi

Marital Status : Married

Driving License : Yes

I hereby declare that all the above information is true to the best of my knowledge.

Gautam Sangtiani