**VIJAY KUMAR SHARMA**

Contact:9079291628 ~ E-mail: er.vijay07@gmail.com

**MANAGER**: over 8 years of experience

**Python Developer/Data Base Management(MySQL)/Business Development/Wealth Management/Agency Development**

**Current Location: JAIPUR/Ready to relocate anywhere**

**PROFILE SUMMARY**

* I have over 8 year work experience in **Programming, Data Base Management, Banking and Financial Institutes**
* An effective communicator with excellent relationship building and organizational interpersonal skills.
* Developing, Design and implementation of Qualitative Projects with the help of **Python Programming, Django Framework and MySQL Database**. Responsible for deepening the existing relationships by delivering the projects within given time period.
* **I have worked in Client scripting languages like HTML, CSS, Java Script and also worked in C language, JSE/JEE, Servlet and JSP.**
* **Financial and Retirement Planning** for individuals focusing on capital preservation and holistic growth which is driven

by cash flow analysis.

**CORE COMPETENCIES**

**Python Developer Database Management(MySQL) Wealth Management**

**JSE(Java Standard Edition) Business Development Team Management**

**JDBC, Servlet, JSP HTML,JAVA Script Digital Marketing**

**C Language Django Framework Affiliate Marketing**

**WORK EXPERIENCE**

**Since Jan’17 : Jovial Services as Python Developer**

**Role:**

* To develop and design projects based on Python with the help of MySQL and Django Framework
* To find the errors and fix the errors in the provided projects
* To handle the exceptions and Debugging
* To design and implement client’s requirement based text editors and Education based projects

**Oct’15 ­– Dec’16: Principal Retirement Advisors Pvt. Ltd. (A Member Company of Principal Finance Group-Fortune 500 Company) as Wealth Manager**

**Role:**

* Wealth Management, Product Distribution, Financial Planning.
* Business Strategy, Team Management, Portfolio Management.
* Assessing client’s needs and offering a tailored financial solution.
* Managing the total wealth of client by matching the financial and investment product solutions to their financial needs.
* Pitching of products like Mutual Funds, Insurance, Fixed Deposits, Advisory Services etc.
* Identify more opportunities to make the revenue from HNI customers.

**Oct’14 ­– Sep’15: Max Life Insurance as Agency Development Manager**

**Role:**

* Leading the recruitment of Financial Planners and imparting training on Advisory (Financial Planning).
* To identify the needs of the customers and sell the Insurance products according to their needs.

**Apr’11 - June’14: Kotak Mahindra Bank as Assistant Manager, Premium Credit Cards, PL and LAS (Loan against Securities)**

**Role:**

* Responsible for initiate new sourcing channels of **Priority customers** for **Premium Credit Cards,PL and LAS**
* Maximized the application productivity and account productivity
* Led costing and revenue for the business
* Sustained relationship with RMs of branches and SBUs of company

**EDUCATION**

2011 MBA (Finance and Marketing) from **EMPI B School (Top 25 B-Schools in India)**, New Delhi with 72%

2007 B.E. (I.T.) from Rajasthan University, Jaipur, Rajasthan with 78%

**CERTIFICATIONS**

* NISM Series-V-A: Mutual Fund Distribution Certification
* IRDA Certification
* JAVA,Servlet,JSP,JDBC,Python
* Digital Marketing

**PERSONAL DETAILS**

Date of Birth: 14th August 1985

Languages Known: English, Hindi, Japanese

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