



Manisha Gurjar
Business Savvy Management Professional & Master Trainer

Contact Information:

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Profile Summary:

Manisha Gurjar is a seasoned management professional with over 18 years of comprehensive experience in branch management, mentoring, teaching, recruitment, administration, HR activities, financial services training, real estate sales training, and soft skills. She excels in analyzing equity markets, managing branches, insurance advisory, marketing financial products, and handling employee grievances. Manisha has a deep understanding of industry trends and the ability to implement new practices to achieve business excellence while reducing operational costs.

Training Expertise:

- **Sales and Capital Markets:** Expert in derivatives (F&O) markets, mutual funds, currency markets, commodity markets, insurance (life and non-life), investment advisory, and technical analysis.
 - **Certifications:** NCFM - Capital Markets Dealer's Module, NISM - VIII- Equity and Derivatives Module, NISM- X A and X B Investor's Advisory Modules.
 - **Life Skills:** Mind-body balancing, work ethics, effective communication, time and stress management, team bonding/building, and leadership skills.
 - **Publications:** Authored books on banking modules, sales management, capital markets, and financial advisory for Finplan India.
 - **Professional Training:** Regular trainer for Axis Bank BDE Induction program, GMCS courses for CA students through ICAI, and various educational institutes.
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Professional Experience:

- Currently Conducting training programs for Insurance module for Bajaj Finserv as a CSR activity.

Freelancer - Trainer, Tech Mahindra Foundations

Thane, Since 2011

- Conducting training programs for Insurance module for Bajaj Finserv as a CSR activity.
- Providing training at SIES College of Commerce and Thakur College of Science and Commerce.
- Conducting lectures for management students on various subjects including wealth management.

Business Development Consultant, Pyramidsquare

Thane West, Maharashtra, Aug 2015 - Present

- Sales training for real estate sales managers and executives.
- Developing marketing strategies and evaluating staff for retraining and development.

Business Manager, Indoasian Buildcon Ltd.

Thane, Sept 2011 - Jun 2012

- Building recruitment teams, identifying training needs, and managing risk and compliance.

Branch/Recruitment Manager, Motilal Oswal Securities Ltd.

Mumbai, Oct 2008 - Jan 2011

- Setting up branches, implementing growth strategies, and managing cost-cutting initiatives.

Branch/Admin Head, IL & FS Investsmart Ltd.

Thane, Nov 2005 - Oct 2008

- Establishing training programs, managing client relationships, and achieving revenue targets.

Business Manager, Reymount Commodities

Mumbai, Jul 2004 - Nov 2005

- Enhancing strategies, motivating teams, and generating business in Forex and international commodities.

Remesier, Ventura Securities

Mumbai, Oct 2003 - Jun 2004

- Interacting with clients, planning marketing strategies, and handling investment portfolios.

Marketing Manager, Credence Pvt Ltd.

Mumbai, Oct 2001 - Oct 2003

- Developing marketing strategies, client interactions, and information dissemination.

Financial Advisor, Fidelity F.S. Pvt Ltd.

Mumbai, Mar 2000 - Sep 2001

- Screening resumes, conducting reference checks, and completing recruitment life cycles.

Marketing Executive, Empire Institute of Learning

Mumbai, Mar 1999 - Feb 2000

- Counseling students, achieving enrollment targets, and conducting telephonic follow-ups.

Marketing Manager, Tata Infotech

Mumbai, Nov 1997 - Jan 1999

- Overall management of marketing, achieving business targets, and explaining company schemes.

Education:

- **B.Sc. (Microbiology):** Mumbai University (Second Class, 58%)
- **D.M.L.T.:** S.I.E.S. College, Sion, Mumbai (78%)

Certifications:

- **NCFM Cash Market Exam:** 80%
- **NSE's Derivative Market Exam:** 90%
- **BSE's Capital Market Examination**
- **NISM's Mutual Fund Advisor's Exam**
- **IRDA Exam for Insurance**

IT Skills:

- **Microsoft Technologies:** MS-Office
- **Web Technologies:** Internet, SEO

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