

# Hariprasad Kank

(MBA FINANCE & MARKETING)

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## Objective

Seeking a career to utilize my knowledge, personal skills to gain comprehensive understanding of a reputed organization so as to take responsibility and contribute significantly.

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## Skill

Financial markets | Analytical skill | Equity research | Attention to detail | Organizational skills | Research skills | Strategic planning | Portfolio management | Using various financial software | Operations | Technical support

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## Work Experience

**Comp quick IT Solutions – Operation manager**  
(Aug 2022 to till date)

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- Improve operational management systems, processes and best practice.
  - Help the organizations processes remain legally complaint
  - Find ways to increase quality of customer service
  - Perform quality controls and monitor production KPIs.
  - Formulate strategic and operational objective
  - Examine financial data and use them to improve profitability
  - Setting goals and developing plans for business and revenue growth
  - Pursuing lead and moving them through the sales cycle
  - Recruit, Train and supervise staff.
  - Attending conference and industry events
  - Finding and developing new markets and improving sales
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## **Amdocs Pvt Ltd. - Technical & Business Operations Agent**

(Dec 2021 to Aug 2022 Contract Base)

- First point of contact for incidents and service requests from end-users.
- Appropriately categorize, prioritize, and escalate incidents and service requests that cannot be resolved
- Providing simple solutions at a basic level based on script/methods and procedures.

- Handling all queries pertaining to incidents via email, phone, and the ticket system based on the defined process
- Coordinate with internal stakeholders on the communication (calls, emails, situation room, and so on) for all critical issues

### **LKP securities Ltd Pune, - Relationship Manager**

(February 2021 to August 2021)

- Managing relationship with customer.
- Client acquisition as per targets.
- Manage client portfolio.
- Building relationship with clients and educating them about investment. (Mutual Fund, Stock market)
- Understanding customer needs.
- Customer support and problem solving.
- Handle calls from customer and provide them with solution about queries and provide them about service updates

### **Academic Background**

- M.B.A. (marketing & finance) from Pune University with First Class in 2019,2021
- Bachelor of Commerce in 2017 with First Class
- HSC with first class in 2014 affiliated to Maharashtra State Board, Ahmednagar
- SSC with first class in 2012 affiliated to Maharashtra State Board, Ahmednagar

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### **Personal Details**

**Date of Birth:** 28/07/1996

**Permanent Address:** 2 Udayannagar, Sanai, ahmednagar.414105

**Languages:** Marathi, Hindi, English

**Hobbies:** Traveling, Cricket,

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**Declaration** – I hereby declare that the details above are correct and true to the best of my knowledge.

Hariprasad kank