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|  | |  |  | | --- | --- | |  | **CONTACT** |  |  |  | | --- | --- | |  | +91- 9879347344 | |  | adityalikeu@gmail.com | |  | Mumbai |  |  |  | | --- | --- | |  | **CORE COMPETENCIES** |  * Strategic Business Planning * Market Research and Analysis * CRM and Sales Management * Sales and Marketing Strategy * Business Expansion and Development * Cross-Selling and Distribution * Market Share and Revenue Growth * Client Acquisition | Client Advisory * Portfolio Management * Competitive Analysis * Financial Analysis and Forecasting * Business Growth Strategies * Profitability Enhancement  |  |  | | --- | --- | |  | **EDUCATION** |  |  |  | | --- | --- | |  | * **May 1999:** Diploma in Computer Applications (D.C.A.), Private Institute, Grade A   **April 1997:** Bachelor of Commerce (B.Com.), Gujarat University, 53% |  |  |  | | --- | --- | |  | **SOFT SKILLS** |  * Communication Mastery * Adaptability and Flexibility * Problem-Solving Acumen * Leadership and Team Collaboration * Emotional Intelligence and Empathy * Time Management and Organizational Skills |  | |  |  | | --- | --- | |  | **Aditya S. Shah**  **Vice President**  *Business Development | Sales | B2B & B2C*  **Nearly 30 Years of Experience** |      |  |  | | --- | --- | |  | **ABOUT ME** |     Leveraging rich experience in business development and sales to drive growth and expansion in the financial services industry. Targeting leadership roles in national and international business development, with a focus on delivering exceptional results and fostering client relationships.   |  |  | | --- | --- | |  | **PROFILE SUMMARY** |      * Leading business development initiatives as the **Vice President at Shah Investor’s Home Ltd**., with a focus on expanding business in **Mumbai and Ahmedabad**, driving strategic growth and development. * Showcased **proficiency in team leadership, direct and indirect sales**, and **product cross-selling**, resulting in substantial business growth and enhanced profitability. * Effectively **addressed service-related challenges**, **nurturing robust relationships** with associated partners, and **facilitating the introduction of high net-worth clients** to propel company advancement. * Spearheaded **nationwide business development initiatives across 27 states**, implementing highly effective sales strategies to drive significant growth and expansion. * Excelled in **strategic planning**, conducting **market research**, and executing competitive marketing strategies to **attain revenue and profitability objectives**. * Showcased skills in leveraging potential business prospects**, emphasizing market development and expansion** to drive organizational progress. * **Recently accomplished a notable milestone in broadening business**, leading to significant surge in market share and revenue expansion. * Possess extensive **expertise in financial markets**, with a dedicated commitment to providing **exceptional customer service** and **fostering client allegiance**.  |  |  | | --- | --- | |  | **KEY HIGHLIGHTS** |  * Spearheaded **rapid expansion into new territories**, achieving profitability within five months, positioning the company for sustained growth. * **Led a dynamic team of 100 professionals**, driving a remarkable **70% increase in sales and distribution** performance through collaborative leadership and accountability. * **Secured 150 new high net worth clients**, significantly boosting revenue streams and market presence through strategic relationship-building efforts **across the career.** * Successfully **onboarded over 700 new franchisees**, expanding the company's footprint and revenue channels in alignment with strategic objectives **across the career.** * Conducted thorough market research, **uncovering untapped market opportunities**, and informing strategic initiatives that enhanced the company's competitive edge. * **Earned 6 promotions at Monarch Networth Capital Ltd**., reflecting consistent **excellence in performance**, leadership, and results-driven strategic vision. * **Achieved impressive 150% revenue growth** through innovative sales strategies, capitalizing on market trends and customer needs effectively at Monarch Networth Capital Ltd. * Implemented initiatives **resulting in a reduction in overhead costs**, **streamlining processes** and enhancing productivity for sustained organizational success. |  |
|  | |  |  | | --- | --- | |  | **WORK EXPERIENCE** |   **Vice President – Business Development (National Level) | Shah Investors Homes Ltd. | October 2024 – January 2025**  ***Engaging in formulating and implementing comprehensive business development strategies, fostering client relationships, and continuously improving service quality to ensure customer satisfaction and organizational success.***  **Responsibilities:**   * Developing and executing strategic plans to expand company presence in **Mumbai and Ahmedabad markets**, focusing on brand visibility and market penetration. * Establishing strong networks with key stakeholders in target regions to drive growth and increase market share. * Leading, mentoring, and **managing a team of 20 to 30 sales professionals**, ensuring alignment with organizational goals and objectives. * **Fostering a collaborative work culture** to enhance team performance and productivity, driving towards achieving sales targets. * Formulating and implementing comprehensive strategies to drive revenue growth and capitalize on emerging business opportunities. * Identifying market trends and customer needs to **develop tailored solutions** and gain a competitive advantage. * Cultivating and maintaining strong relationships with existing and potential clients, including HNIs and corporate accounts. * Proactively addressing client queries and concerns to ensure high levels of customer satisfaction and loyalty. * Identifying and addressing service deficiencies to enhance overall customer experience and satisfaction. * Implementing corrective measures to **improve B2B and B2C service quality and compliance** with industry standards. * Developing and tracking key performance indicators to measure the effectiveness of business development efforts. * Preparing and presenting regular reports to senior management, highlighting achievements, challenges, and areas for improvement.     **Vice President – Business Development | Kunvarji Finstock Pvt. Ltd. | August 2023 - Present**  ***Engaging in formulating and implementing comprehensive business development strategies, fostering client relationships, and continuously improving service quality to ensure customer satisfaction and organizational success.***  **Responsibilities:**   * Developing and executing strategic plans to expand company presence in **Mumbai and Ahmedabad markets**, focusing on brand visibility and market penetration. * Establishing strong networks with key stakeholders in target regions to drive growth and increase market share. * Leading, mentoring, and **managing a team of 20 to 30 sales professionals**, ensuring alignment with organizational goals and objectives. * **Fostering a collaborative work culture** to enhance team performance and productivity, driving towards achieving sales targets. * Formulating and implementing comprehensive strategies to drive revenue growth and capitalize on emerging business opportunities. * Identifying market trends and customer needs to **develop tailored solutions** and gain a competitive advantage. * Cultivating and maintaining strong relationships with existing and potential clients, including HNIs and corporate accounts. * Proactively addressing client queries and concerns to ensure high levels of customer satisfaction and loyalty. * Identifying and addressing service deficiencies to enhance overall customer experience and satisfaction. * Implementing corrective measures to **improve B2B and B2C service quality and compliance** with industry standards. * Developing and tracking key performance indicators to measure the effectiveness of business development efforts. * Preparing and presenting regular reports to senior management, highlighting achievements, challenges, and areas for improvement.   **Commission-based Financial Advisor | Wealth Raiser Advisory | June 2020 - August 2023**  ***Successfully managed portfolios and facilitating real estate transactions amidst challenges like the COVID-19 pandemic. They also led a diverse team, ensuring compliance with regulations to protect client assets and maintain business integrity.***  **Responsibilities:**   * Developed and maintained client relationships for **wealth advisory services** while achieving revenue targets. * Provided timely and accurate market insights to clients, **expanding the client base** through networking and referrals. * Analyzed **market trends and stock movements** to optimize diversified client portfolios. * Monitored and adjusted portfolio performance based on market conditions, mitigating risks while maximizing returns. * Identified and **capitalized on real estate opportunities**, facilitating transactions with expert guidance. * Stayed updated on market trends and regulations, leveraging insights to drive successful property transactions. * Led and mentored a diverse team, **providing ongoing training and support** for enhanced performance. * Identified and **recruited top talent** to strengthen organizational capabilities and maintain relationships with candidates. * **Navigated pandemic challenges** by pivoting to alternative revenue streams and utilizing remote communication technology. * Showcased resilience and agility in adapting to changing market dynamics, ensuring continued operations and client engagement. * **Ensured compliance** with regulatory requirements and industry standards, implementing robust risk management processes. * **Conducted periodic reviews and audits** to proactively address any compliance or risk issues, safeguarding client assets and business integrity.   **Vice President Sales (India) | Goldmine Stocks Pvt. Ltd. | July 2017 - December 2019**  ***Spearheaded the expansion into new territories, establishing branches, and leading a team to drive profitability and franchise development, while also pioneering innovative business strategies and leveraging digital platforms for growth.***  **Responsibilities:**   * Successfully initiated and executed expansion plans for Goldmine Stocks Pvt. Ltd. in **Gujarat, Maharashtra, Goa, and Rajasthan**. * **Established new branches** in **Mumbai and Jaipur**, focusing on penetrating new markets and enhancing brand presence. * Sourced and assembled effective teams to drive business growth in newly established branches. * Implemented strategies that resulted in the **significant improvement of 3 branches in Mumbai within a year**, achieving increased profitability. * Implemented initiatives to enhance operational efficiency and cost-effectiveness across branches. * Identified and **onboarded numerous franchise partners**, contributing to increased revenue streams and overall profitability. * Managed relationships with franchisees to ensure alignment with company objectives and standards. * Directed a **team of 35 individuals in Mumbai, 15 in Jaipur, and 15 in Ahmedabad**, fostering a culture of high performance and collaboration. * Provided mentorship and guidance to team members, facilitating their professional growth and development. * Sourced, recruited, and trained candidates for various roles including **Research, RMS, Back Office, and Sales**, ensuring the availability of skilled manpower to support business operations. * Leveraged online platforms and digital channels to explore new business opportunities and maximize revenue generation. * Proactively researched and **implemented innovative business models** to adapt to changing market dynamics, **such as transitioning from retail business to new concepts like Zarodha.** * Played a key role in strategic decision-making processes, contributing insights and recommendations to drive the company's growth agenda. * Evaluated market trends and competitor activities to formulate and adjust business strategies accordingly. * Effectively transitioned out of the organization in response to the strategic shift towards the Zarodha concept, ensuring a smooth handover of responsibilities and projects.   **Regional Head (Rajasthan, Goa, Maharashtra) | Monarch Networth Capital Ltd. | December 2007 - July 2017**  ***Dealt in franchisee business growth nationwide, implementing strategic plans for branch performance enhancement, and leading teams across multiple states while ensuring compliance and integrity within the organization.***  **Responsibilities:**   * Achieved **over 100% growth in franchisee business**, expanding from **Gujarat** to a nationwide network. * Identified and addressed fraudulent activities within the franchisee network, ensuring compliance with company policies and maintaining integrity. * **Successfully led Mehsana Branch** from loss to profitability, demonstrating effective managerial skills and strategic planning. * Implemented disciplined work culture and performance-driven approach across all branches, fostering excellence and accountability. * Led **teams of 10 members in Goa and 25 members in Rajasthan**, fostering trust and camaraderie among branch employees. * Provided mentorship and guidance to team members, nurturing talent and promoting professional growth within the organization. * Developed and executed strategic plans to optimize franchisee operations and maximize profitability. * Implemented initiatives to streamline processes, enhance efficiency, and ensure compliance with regulatory requirements. * **Addressed conflicts effectively within the organization** and **resolved disputes with stakeholders**, maintaining open communication channels and upholding professional integrity. * Managed interpersonal issues and maintained positive relationships with management and stakeholders, providing timely updates and insights.  |  |  | | --- | --- | |  | **PREVIOUS EXPERIENCE** |   **Branch Head | Shree Vardhman Investment | June 2007 - December 2007**   * Successfully managed branch operations while maintaining client relationships and achieving performance targets. * Demonstrated integrity by honoring commitments made to previous employers.   **Relationship Manager | Indiabulls Securities Ltd. | May 2004 - June 2007**   * Generated substantial revenue by maintaining client relations and promoting equity and commodity trading. * Left due to misalignment with sales policies, impacting team morale.   **Financial Consultant | IDBI Bank Ltd. | May 2000 - April 2004**   * Exceeded targets by promoting loan and demat account products, demonstrating strong sales and customer service skills.   **Business Relation Officer | Ashami Financial Consultant | January 1994 - April 2000**   * Initiated sales career in stockbroking, building client relationships and achieving sales targets.  |  |  | | --- | --- | |  | **PERSONAL DETAILS** |   **Date of Birth:** 4th December 1976  **Languages Known:** English, Hindi, Marathi and Gujarati  **Permanent Address**: A/16 Mrudang Flat, B/h. Vasna Bus Stop, Ahmedabad, Gujarat, 380007, India | | |  |