

Tushar Chouhan

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Professional Summary

Experienced finance professional with a strong grasp of financial markets, investment strategies, and risk management. Proficient in analyzing complex financial data, making informed decisions, and driving financial growth. Skilled in market research and regulatory compliance. Strong communication, leadership, and problem-solving abilities. Committed to optimizing financial performance and delivering strategic insights.

Education

MBA (Banking and Financial Services) – (2021- 2023)
Narsee Monjee Institute of Management Studies, Mumbai

BA (Journalism and Mass Communication) – (2015- 2018)
Alvas College, Mangalore University, Moodbidri

Experience

Sales Consultant - 01/2020 to 11/2020

UAE Exchange, Sharjah

- Elevated three regional branches to profitability through strategic leadership, resulting in a 25% increase in revenue and a 15% improvement in customer acquisition.
- Implemented rigorous due diligence procedures and comprehensive document verification protocols, leading to a 50% reduction in potential losses arising from counterfeit and forged documents.
- Conducted market analysis to identify crucial market needs, resulting in an impressive 11% growth in staff productivity within the first quarter of 2020.

Foreign Exchange Specialist - 11/2018 to 05/2019

UAE Exchange, Sharjah

- Facilitated the growth of the team by providing assistance and support to colleagues, resulting in a 20% increase in their effective utilization of various features.
- Skillfully managed business operations, conducting transactions involving foreign exchange, remittances, payment services, and more for approximately 350-400 clients daily.
- Consistently exceeded customer expectations by comprehensively identifying their needs and introducing relevant financial products and services, leading to an average monthly sales goal achievement of 7%.

Leadership Experience

Branch Captain – 06/2019 to 12/2019

UAE Exchange, Sharjah

- Managed a team of 20 employees, facilitating efficient collaboration and achieving a 16% growth in customer acquisition in 2020.
- Analyzed the regional market strategically and adjusted service scheduling to boost customer acquisition, contributing to a remarkable 16% growth.
- Effectively communicated innovative ideas and ambitious goals to front-line employees, resulting in an 8% increase in company revenue.

Skills

- Excel
- Sales and Marketing
- Negotiation
- Financial modelling
- Market research
- Due diligence
- Risk management
- Financial regulation
- Investment analysis
- Valuation techniques
- Financial planning
- Data analysis
- Communication
- Accounting
- Budgeting
- Teamwork

Certificates

- Investment Banking Operation
- Financial Markets
- Financial Mathematics
- Risk Management
- Trade Lifecycle
- Excel for Finance
- AML/CTF
- Forex Trading
- Data Protection and Privacy
- Fraud Prevention Training
- Anti-Bribery Training

Languages

- English
- Hindi
- Gujarati
- Kannada