

Prof. Hitesh Vaswani

M.Com., M.B.A., Ph.D.

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CAREER SKETCH

- ❖ A qualified **M. Com., M.B.A (Finance)** and **Ph. D. (Faculty of Commerce & Management)** with **total experience of about 22 years** in the areas of Business Development, training, Client Relationship Management, Channel Management of all financial products, Insurance Underwriting, Team Management activities, research and into teaching of management subjects at post graduate level.
- ❖ Currently working as **Associate Professor & Head** with **Department of Management Studies, Nabira Mahavidyalaya**, Katol, Dist. Nagpur.
- ❖ Previously designated as Branch Manager (BSM) with HDFC Standard Life Insurance Company Limited, Nagpur while in corporate; well versed with all financial products.
- ❖ **Corporate experience of 11 years** with all leading companies at managerial level and **Academic experience of about 12 years.**
- ❖ Recognized **Ph.D. Supervisor (Guide)** by RTM Nagpur University, Nagpur in the Faculty of Commerce (Business Administration & Business Management).
- ❖ **Ph.D. Examiner / Valuer for Commerce and Management for other Universities across India.**

ACADEMIC CREDENTIALS

- ↵ **Ph.D.** from Nagpur University in 2011 on "Study of Mutual Funds in India" (1999 - 2009) in the faculty of Commerce & Management (Commerce Board)
- ↵ **M.B.A. (Finance)** from Nagpur University in 2002 with 1st Division.
- ↵ **M. Com.** from Nagpur University in 2001 with 2nd Division.
- ↵ **B. Com.** from Nagpur University in 1999 with 1st Division.
- ↵ **H.S.S.C.** from Maharashtra Board in 1996 with 1st Division.
- ↵ **S.S.C.** from Maharashtra Board in 1994 with Distinction.

TRAININGS, FDPs UNDERWENT & PROFESSIONAL CREDENTIALS

- ↵ Passed **NCFM - AMFI (Basic) Module** in 2002.
- ↵ Passed **NCFM - Financial Markets** – Beginners Module.
- ↵ Undergone training on **Capital Market** conducted by Stock Holding Corporation of India Ltd., Mumbai for the duration of 15 days.
- ↵ Undergone training on **various Training Modules** in HDFC Standard Life viz. professional sales skills program (PSSP), relationship management, behavioural science, selling techniques, etc.
- ↵ Attended **FDP** conducted by LTIMSR in association with Brit World Wide.
- ↵ Attended **FDP** at Pondicherry University on "Commodities Derivatives"
- ↵ Attended **FDP** at IIT (BHU), Varanasi on "Teaching Learning"
- ↵ Attended **MDP** conducted by Govt. of India's MSME on Marketing Management at Nabira College.
- ↵ Attended **FDP** conducted by MGNCRE, Ministry of HRD, Govt. of India on "Case Discussion Methodology in Rural Management".
- ↵ Attended **Short Term Course** at UGC HRDC, Gujarat University on E-Content Development.
- ↵ Attended **FDP** at UGC HRDC, Savitribai Phule Pune University on "Scenario of Commerce, Management & Economics Education after Covid-19"
- ↵ Various other FDPs, MDPs and Training Programs also attended.

PROFICIENCY FORTE IN CORPORATE

Business Development, Client Relationship Management, Training & Development, Channel Management, Team Management in the field of Financial Services/Insurance/Investment Management

CAREER HIGHLIGHTS

Since Nov. 2012 with Department of Management Studies, Nabira Mahavidyalaya, Katol, Dist. Nagpur as Associate Professor & Head

- ↳ Independently heading the M.B.A. Department
- ↳ Taking care of curricular, co-curricular and extra curricular activities
- ↳ Looking after administration and compliance
- ↳ Brought in various reforms in the department since joining
- ↳ Instrumental in bringing the department into profit after many years

July 2010 - October June 2012 with DMSR, G.S. College of Commerce & Economics, Nagpur as Asst. Professor

- ↳ Teaching subjects mostly which are of Financial Management
- ↳ Successfully conducted various activities or events from time to time
- ↳ Founder Coordinator for Maharashtra MBA/MMS CET Guidance Cell for preparatory classes
- ↳ Head or Member in all the important committees of the department
- ↳ Organized Guest Lectures/SIPs from corporate for the benefit of students
- ↳ Incharge of Training & Placement Cell for few months.

June '03-June '10 with HDFC Standard Life Insurance Co. Ltd. Nagpur as Branch Manager

Progression Path

Jun'03-Mar'06	Business Development Manager, Nagpur.
Apr'06-Apr'07	Assistant Sales Manger, Nagpur.
May'07-Mar'08	Designated Branch Manager, Akola and A.S.M. Nagpur.
Apr'08-Mar'09	Branch Manager, Chandrapur.
Apr'09 till June'10	Branch Sales Manager, Nagpur - Regional Office

- ↳ Independently handled branches & reported to the Asst. Vice President / Territory Manager.
- ↳ Successfully achieved business growth of over 100% year on year since joining. **Awarded "All Rounder Performer"** in the branch in 2006-07.
- ↳ Qualified for **05 foreign trips** (Singapore, Malaysia, Mauritius, Thailand and New Zealand) during 2006-2008.
- ↳ Distinction in cultivating business on all parameters and always in **top 3** in Vidarbha & Chhatisgarh.
- ↳ Qualified for **MDP at IIM Calcutta**. (only 28 employees pan India)

Sep'02-May'03 with Allianz Bajaj Life Insurance Co. Ltd. as Executive (Operations)

- ↳ Distinction in launching the Nagpur branch being first employee and managed entire Operations including underwriting, policy servicing, administration. Reported to the Branch Operations Manager.
- ↳ Managed the entire work of the branch single handily for around 4 months.

Dec'00-Dec'01 with Stock Holding Corporation of India Ltd. as Officer {Business Development}

- ↳ Successfully marketing of GOI 9% Relief Bonds, Mutual Funds, Infrastructure Bonds, Capital Gain Bonds, Demat Accounts and products offered by SHCIL. Reported to the Regional Head.
- ↳ Established and developed the network of 150 sub-brokers from a scratch who are still a back bone to SHCIL.

Sep'97-Nov'00 with Classic Investments, a family concerned firm.

- ↳ Instrumental in maintaining relations with clients and fulfilling their requirements and explaining financial products.
- ↳ Managing the investment portfolio of clients and advising them on where to invest.

RESOURCE / KEY PERSON

- ↪ Regular Guest faculty for C.A. students at ICAI Bhavan, Nagpur
- ↪ Resource Person at Department of Business Management, RTM Nagpur University
- ↪ Offered as Visiting faculty at Department of Commerce, RTM Nagpur University for taking 1 subject
- ↪ Key Speaker to guide on "Careers in Management" at Police Headquarters, Nagpur for the benefit of the children of police personnel.
- ↪ Key note speaker in various organizations on "Investment Management" while in corporate
- ↪ Guest Speaker at various colleges in and around Nagpur
- ↪ Chaired many Technical Sessions at National / International Conferences.

RESEARCH - PAPERS / BOOKS / Appointment

- ↪ More than 20 research papers published and presented at various National & International level Seminars or Journals
- ↪ Co Authored book on "Consumer Buying Behaviour & Integrated Marketing Communications"
- ↪ Co Authored book on "Financial Accounting"
- ↪ Co Authored book on "Secretarial Practice" for B. Com students
- ↪ Appointed on Editorial board of Pezzottaite Journals, leading international journal based at J&K

RECOGNITION WITHIN SHIKSHA MANDAL (PARENT ORGANIZATION OF GS COLLEGE)

- ↪ Invited as Committee member of Interview Panel for appointing Junior College Grant Teaching Staff
- ↪ Member of the organizing committee of GS Com Next 2010 – An inter collegiate event – Appreciated by Principal for its success
- ↪ Invited by G.S. College of Commerce, Wardha as Key note speaker for Career Guidance to Final Year Students
- ↪ Invited by DAMS, Wardha for training students on G.D. and P.I. for MBA - CET exam
- ↪ Guest Lecture at M.C.V.C. – Junior College, G.S.College, Nagpur on "Life Insurance"

RECOGNITION / ASSIGNMENTS AT SHIKSHAN PRASARAK MANDAL, KATOL (PARENT ORGANIZATION OF NABIRA MAHAVIDYALAYA)

- ↪ Appointed as Coordinator for UGC work for the session 2015-16
- ↪ Successfully handed issues raised by Microsoft, Delhi office related to legal OS & packages
- ↪ Assigned work related to Charity Commissioner Office for construction of new building and other works.

Communication Address

College Address: Department of Management Studies, Nabira Mahavidyalaya, Dhantoli,
Katol 441 302. Dist. Nagpur (Maharashtra) INDIA
