UJJWAL JAIN

+91 8209200154 | +91 9462710709
ujjwal.jain4@gmail.com

PROFESSIONAL SUMMARY

Dynamic and result-oriented professional with 12+ years of experience in program management, corporate relations, business development, financial services, and academic collaborations. Currently serving as Senior Manager at the National Institute of Securities Markets (NISM), leading management development programs, corporate training initiatives, institutional partnerships, and stakeholder engagement. Strong expertise in client relationship management, strategic coordination, training operations etc.

PROFESSIONAL EXPERIENCE

National Institute of Securities Markets (NISM), Mumbai

Senior Manager | Feb 2017 – Present

Key Responsibilities

- Managing Management Development Programs (MDPs) and corporate training initiatives for institutions and organizations.
- Designing customized program structures and training content in consultation with clients.
- Handling client negotiations, commercial proposals, budgeting, scheduling, and faculty coordination.
- Driving business development initiatives and establishing strategic partnerships with corporates, universities, and educational institutions.
- Facilitating MoUs, academic collaborations, affiliations, and accreditation processes with professional bodies.
- Coordinating cross-functional operations to ensure seamless execution of programs and events.

Key Achievement

- Awarded the **Trailblazer Award (2025)** for outstanding contribution at NISM.

Directorate of Economics & Statistics, Government of Rajasthan

Rajasthan Yuva Vikas Prerak (RYVP) | Oct 2016 – Feb 2017

Key Responsibilities

- Assisted in the implementation of flagship government schemes at the grassroots level.
- Prepared Information, Education & Communication (IEC) materials.
- Coordinated with stakeholders to promote financial inclusion and decentralized planning.

- Acted as a facilitator and catalyst for effective dissemination of development initiatives.

Anand Rathi Shares & Stock Brokers Ltd., Jaipur

Relationship Manager | Sep 2014 – Mar 2016

Key Responsibilities

- Managed sales and advisory services for financial products including PMS, Mutual Funds, Insurance, and Structured Products.
- Guided clients on financial planning and investment strategies.
- Handled day-to-day stock market operations, KYC compliance, and regulatory documentation.
- Worked on equity, commodity, and currency trading operations.

Rajasthan Atomic Power Station 1–6, Rawatbhata

Intern – Finance & Data Analysis | Jun 2011 – Jul 2011

- Worked on data collection, finance operations, and analytical reporting.
- Utilized analytical tools for data interpretation and operational support.

Rajasthan Atomic Power Station 1–6, Rawatbhata

Intern – Networking & IT Infrastructure | Jul 2010

- Assisted in networking, switching, and router configuration activities.

EDUCATION

MBA (Finance & Entrepreneurship)

Central University of Rajasthan, Ajmer
CGPA: 5.55/6

B.Tech in Information Technology

Rajasthan Technical University
Percentage: 71.94% | 2011

UGC – National Eligibility Test (NET)

Qualified in June 2013

CORE SKILLS

- Program & Training Management
- Corporate Relations & Client Engagement
- Business Development

- Academic Collaborations & MoUs
- Financial Products & Investment Advisory
- Stakeholder Management
- Budgeting & Operations Coordination
- Communication & Presentation Skills
- Team Coordination
- Financial Planning & Market Operations

ACHIEVEMENTS & LEADERSHIP

- Recipient of the **Trailblazer Award – NISM (2025)**.
- Awarded **Merit Scholarship** by Central University of Rajasthan (2013–2014).
- Elected to the **Student Council** at Central University of Rajasthan (2012).
- Business Plan on Solar LED Home Lighting Solutions selected under **Yuva Udyamita Protsahan Yojana (YUPY)** by Rajasthan Finance Corporation.

PROJECTS

- **Impact of FDI on GDP and Export of India**
  Conducted correlation, regression, and time-series analysis to study the impact of FDI on GDP and exports.

- **Financial Data Analysis – Nuclear Power Corporation of India Ltd.**

- **Queuing Theory & Waiting Line Model**
  Developed a queuing model for CURAJ Hostel Mess using TORA software.

- **Dissertation Research**
  Study on emerging technologies expected to impact large cloud-based platforms.

TRAINING & DEVELOPMENT

- Attended three days MDP on “Leadership Development’ at IIM Lucknow in the year July 2022.
- Attended three days MDP on "Problem Solving and Decision Making” at MDI Gurgaon in the year 2024.
- One-month training on Public Administration and Government Flagship Schemes at HCM-RIPA, Jaipur.
- AICTE-sponsored Faculty Development Programme (FDP) on Research Methodology organized jointly by ITM University Gwalior and SPSS South Asia Pvt. Ltd.

WORKSHOPS & CONFERENCES

- Workshop on Economic Research in Capital Markets organized by NISM & KJ Somaiya Institute of Management.

- National Conference on Recent Trends in Commerce & Management.
- Conference on Econometrics Applications in Management organized by TIES.
- Marketing Analytics Conference organized by FIIB, New Delhi.
- International Conference on BRICS organized by BRICS Chamber of Commerce.
- Workshop on Ethical Hacking at MNIT Jaipur.

EXTRA-CURRICULAR ACHIEVEMENTS

- Winner – Debate & Quiz Competition, Economania Fest.
- Runner-up – Debate Competition, Marukriti Cultural Fest.
- Runner-up – Case Analysis Competition.
- Winner – Counter Strike Competition at UCE Kota.
- Participated in Football at college level.
- NCC 'A' Certificate holder.
- Active member of SPIC MACAY.
- Participated in All India Rock Climbing Training Camp, Trivandrum.

PERSONAL DETAILS

- **Date of Birth:** 28 July 1989
- **Marital Status:** Married
- **Languages Known:** English, Hindi

DECLARATION

I hereby declare that the information provided above is true and correct to the best of my knowledge and belief.

Place: Navi Mumbai
Date: 16 May 2026