



# OMANG KHURANA

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## QUALIFICATIONS (Academic and Financial)

**Sep 2019** Chartered Institute for Securities and Investment (U.K.)

*Exams Cleared:* International Certificate in Wealth and Investment Management (ICWIM), Wealth and Investment Management - India (WIMI).

**Sep 2016 – Sep 2017** The University of Sheffield (Sheffield, U.K.)

MS Mechanical Engineering and Industrial Business Management. **Result: Merit.**

*Relevant Subjects:* Marketing management, Project management, Risk management, Business planning, Adaptive decision making, Technology strategy etc.

**Aug 2012 – May 2016** University of Pune (Pune, India) - Aug 2012 – May 2016

B.E. Mechanical Engineering. **Result: First Class**

**June 1999 - May 2012** R. N. Podar School (Mumbai, India)

## WORK EXPERIENCE

WealthOK (All India) **Designation:** Founder and Managing Director

**July 2020 – Present**

Established WealthOK. One stop shop for all personal wealth management and business strategy solutions.

### **Mottos:**

- Create personalized wealth management solutions for lifetime financial planning (Stocks, Mutual Funds, Portfolio Management Service, AIF, Insurance, Loans and Property).
- Create practical business strategies for corporates.

deVere Group – India  
(Gurgaon, India)

**Oct 2019 – June 2020**

**Designation:** Financial Advisor (Private Wealth Management)

Offered wealth management services via off-shore investments to HNIs and UHNIs. I was also member of the marketing committee for India (representing cash and capital asset investment products).

### **Tasks:**

Sales and marketing management, lifetime financial planning (portfolio management, tax-efficiency, international real estate, residency and citizenship, investment advice), client management.

### **Results:**

- Among top 5 Consultants in India in 2020.
- Managing AUM \$5.2 Million (self-built since Oct 2019 to June 2020).
- Enhanced business share of cash and asset investment products (42.8% from 29.1% in Q1 CY 2020).
- Maximum sales via digital leads in India region in 2020.

Appalto Group – ASPL  
(Indore, India)

**Apr 2018 – Sep 2019**

**Designation:** Head – Marketing and International Sales

Leading the global marketing and international sales operations of all group companies, namely Apconic Software (Logistics management software), Altis Industries (weighbridge manufacturing) and Appalto Electronics (electronics manufacturing).

### **Tasks:**

B2B Sales and marketing, commercial negotiations, digital marketing, digital transformation, brand building, networking, market research, competitor analysis, technology strategy and business planning.

**Results:**

- New market penetration and growth strategy in Middle East, Africa and Australia region.
- New pricing strategy implemented via market research and competitor analysis.
- New product (ANPR Technology) launched post digital marketing survey result analysis.
- New strategic business tie-ups developed for global expansion.
- Rebranding and updated marketing operations approach strategy.

The University of  
Sheffield (Sheffield,  
UK)

Feb 2017 – Sep 2017

**Designation:** International Student Ambassador (Paid part-time job as a university student)

**Tasks:**

Telephonic campaigning, email marketing, student advisory, social media interactions, promotional activity photo-shoots, public interactions and offering university tours.

**Results:**

- University of Sheffield was ranked among world top 50 most international universities on 14<sup>th</sup> March 2018. I can be seen in the local newspaper as part of the team in this [hyperlink](#).

Ryponse Emporia  
(Mumbai, India)

Apr 2013 – Jan 2016

**Designation:** Business Development Manager (Angloinfo – India franchise)

Managed end-to-end sales and marketing operations for the start-up franchise. Revenue stream was web advertisement sales.

**Tasks:**

B2B Sales and marketing management, commercial negotiations, networking, brand building.

**Results:**

- Achieved breakeven in the 2<sup>nd</sup> year of business.
- Boosted social media followers to 2,000+ in the 1<sup>st</sup> year of business (digital marketing).

## INTERNSHIPS

Robetrshaw Controls  
(Pune, India)

Oct 2015 - Apr 2016

**Designation:** Mechanical Engineering Intern (Continuous Improvement Department)

**Results:**

- Leadership and professional team work experience (4 members).
- Manufacturing optimized. Labour reduction- 14 to 6 people. Production increment: 34 units/hour

Gabriel India Ltd.  
(Pune, India)

Nov 2014 - Dec 2014

**Designation:** Mechanical Engineering Intern (Railway and CV Department)

**Result:**

Problem of tough stroke in the vibration damper solved with zero investment come zero production loss.

## ADDITIONAL CERTIFICATIONS

The University of Sheffield Enterprise (Business Management), Hubspot - Social Media Marketing, Accenture - Digital Skills and Digital Marketing