

***AHAMED***

***AHAMED.128957@2freemail.com***

##### Professional Summary

A versatile and skilled professional with leadership qualities and excellent hands-on experience in developing and improving sales for wholesale and retail operations. An assertive person with outstanding interpersonal, communications, negotiation and people management skills

#### Education

**ICFAI University**, Hyderabad, Andhra Pradesh

Master of Business Administration **(M.B.A- *Marketing management with Human* *Resource Management*)** passed in April 2006.

**Madurai Kamraj University**, Madurai, Tamilnadu

Bachelor of Computer Application ( **B.C.A.,** ) passed in April 2004

##### Computer Skills

Ms – office: MS Word, MS Excel, MS PowerPoint

Windows- 95, 2000,ME, XP

Professional Experience

**Work Experience:**

**Organization : Business Link Marketing**

**Designation : Sales Officer**

**Duration : July 2009 – June 2010**

**Responsibilities :**

* Assigned for a job of selling Credit Cards for both Corporate and Retail Business
* Dealing with High Profiled, Corporate Customers
* Maintaining Relationship with the customers and getting business through references
* Visiting the companies Directly and meeting the HR Personnel for sourcing the business as bulk
* Arranging the meeting and presenting about the product’s features and benefits to generate bulk business
* Meeting out the assigned target every month

**Organization : ICICI prudential life insurance (Banca)**

**Designation : ICICI Prudential-**FSC (Financial Services Consultant)

**Duration : November 2007 –May 2009**

**Responsibilities :**

* To build up a strong relationship with the ICICI bank operations team as well as other employees in the bank
* Getting the Insurance business by the way of coordinating the employees of ICICI bank and generating the leads
	+ Generating leads from the Account holder’s data base (Finacle)
	+ Generating leads from the FC (Financial Consultants) team
	+ Generating leads from the INS (investment and services) team
	+ Generating leads from the PBG (Private Banking Group) team
* Fixing appointments with the customers after generating the leads
* Approaching the customers and Explaining about the various investment products like Life Insurance, Mutual Funds and other investment products
* Providing investment services to the investors after the sales

**Achievements :**

* Awarded as the best performer as well as emerging performer
* Had been invited to the prestigious function Shikhar for the best performance
* the first LIM who sold highest quantity of gold in the entire southern region and got rewarded

**Organization : GE MONEY**

**Duration : June** **2006 -October 2007**

**Designation :** Associate-customer service

**Responsibilities :**

* Handling the inbound calls for the customer service
* Giving all the information related to the SBI credit cards
* Handling the customers query and fulfilling the customer’s need by rendering services
* Doing cross sales after the services (S2S-Sales to Service)
* Selling different products related with credit cards by the way of giving service
* (Selling personal loans, Balance transfer, Flexi pay, PPI-Protection Plus Insurance)

#### Internship Training

**PG Level:**

**Company Name :** ICICI Direct.com, Bangalore

 **Designation :** Management Trainee

**Duration : 4 Months On the Job Training & Project**

**Responsibilities**

* Worked as a Management trainee in ICICI Direct.com for 4 months
* Did Summer Internship Project (SIP) as well as On The Job Training (OJT ) in ICICI Direct.com
* Collecting database of various corporate
* Arranging the help desks
* Approaching customers
* Opening Demate accounts for ICICI direct.com
* Following up the customers and closing

#### Personal Summary

Languages Known **:** English, Tamil.

Marital Status : Single.

Nationality : Indian.

**Visa Status : Visit Visa**

#### Declaration

I hereby confirm that the above details are true to my Knowledge.