Ismail

Ismail.15451@2freemail.com

**PROFESSIONAL SUMMARY**

* Experience of more than 4years in industry, majorly in Retail -Sales.
* Last assignment handled as Associate Sales Officer with Max Life Insurance Co.Ltd, Jaipur India.
* Have handled profile of Sales Officer for Perfect Web Solution, Jaipur India.
* Top performer Sales Officer of FY–2011-12 in North Zone.
* Business Development, Customer relationship, Channel-management, strong sales & Team management are key areas of expertise.
* Possess good communication, interpersonal, analytical and problem-solving skills.

**WORK EXPERIENCE**

**11-2010 to 09-2014 ASSOCIATE SALES OFFICER**

 **INSURANCE CO. LTD. (BANK LTD**- Jaipur, India)- Bancca.

* Accountable for accomplishment of Life Insurance & Fee income of the branch.
* Devising & implementation of business development activities to accelerate business volume.
* Building & maintaining healthy business relations with major clientele, such as Govt, Corporate, Priority & Wealth, ensuring maximum customer satisfaction by achieving service delivery & quality norms.
* Wholly responsible for IPG portfolio growth of the Branch.
* Heading the team of Business Development officers & Front Desk Officers.
* Leading, training & monitoring the performance of Branch Employees to ensure efficiency in insurance sales operations and meeting of targets.
* Assignment of individual sales targets, Monitoring the achievement & ensure prompt qualitative service to customers.
* Training of new joinees and orienting them towards the market and product.

**05-2010 to 10-2010 SALES OFFICER**

 **PERFECT WEB SOLUTION**- JAIPUR, India.

* Managed & dealt in the market to develop sales & business across the area while achieving the business targets through various channels in market.
* Handling Sales & relationship with Direct Sales Associates at my work Area.
* Responsible for managing direct sales force of new business sourcing section.

**EDUCATIONAL CREDENTIALS**

**2010 MASTER OF BUSINESS ADMINISTRATION** – Marketing & Finance

 IFCAI University- Dehradun, India

**2008 BACHELOR OF ENGINEERING** – Computer Science

 Rajasthan University – Jaipur, India

**ACCOMPLISHMENT**

* NCFM- Financial Module (National Stock Exchange, India) certified.
* Participated in NGO workshops & Training Programs.
* Managed various Blood Donation Camps in academics.

**PERSONAL ATTRIBUTES**

* Enthusiastic and can produce results under deadline constraints
* Good communication skills & Convincing capability.
* Believe in teamwork and harmony with colleagues

**LINGUISTIC ABILITY**

English, Hindi, Urdu & Rajasthani

**PERSONAL DETAILS**

**Date of Birth : 15TH August, 1987**

**Marital status : Married**

**Visa status : On Visit visa**