**First Name of Application CV No 1638054**

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**Career Objective**

To work in a dynamic organization where individual efforts and talents are recognized and utilize the opportunities in an innovative way and enhance knowledge in my core area.

**Professional Qualities**

* Ability to learn new skills in depth
* Ability to shoulder and own-up higher responsibilities
* To leverage my analytical strengths and new ideas to provide Business solutions
* Great customer service & communication skills
* Ability to assess every different customer’s needs

**Work Experience**

 **Since 1st Nov 2015**

 **NATIONAL TRADING CENTRE LLC**

**Sales Executive – Office automation and Digital Solution**

* Visited business establishments to solicit business for copier equipment
* Interviewed purchasing personnel and quoted prices
* Explained technical phases such as type, model, technology for copiers
* Generating prospects, following leads submitted by management, established customers and developed through other sources
* Prepared sales promotional letter to be sent to prospective customers
* Submitted formal bids on large orders of copier equipment
* Assisted in planning, managing and budget
* Responsible for distribution cycle for copier equipment
* Meeting big Clients, Projects, Contractors and Consultancy and sold the products
* Achieved sales targets and provide customer care

 **Since 1st May ‘2014 – 4th May ‘2015**

**RAK BANK**

**As Relationship officer - Bancassurance**

* Acquiring and maintaining business in the direct market
* Handling high net worth customers in database and provide service and acquiring business from them
* Financial advisor for the high net worth clients
* Selling insurance like unit linked plan and savings plan
* Opening bank accounts and Selling Investments products
* Handling queries and complaints from the existing customers and creating new business from them
* Putting stalls at business centers and acquiring business
* Doing cold call and get business
* Achieving sales targets every month

Major attainments

* Won Debutant Award for achieving highest revenue in the month of August 2014
* Received awards for achieving weekly targets
* Topper in insurance on most of the month

 **Since May ‘12 -Mar ‘14**

**As Assistant Manager – Branch Banking**

Accountabilities

* Acquiring and maintaining Classic Portfolio Customers
* Handling 200 Groups of High Net Worth customers in portfolio and provide service and acquiring business from them
* Cross selling insurance like term insurance, Unit linked, medical insurance
* Selling mutual funds and Investments products
* Opening saving bank accounts, current accounts and deposits from walk in customers and portfolio customers
* Opening Credit card and Demat accounts
* Handling queries and complaints from portfolio and walk in customers and creating new business from them
* Handling Inward and outward remittances for portfolio customers
* Putting stalls at corporate to sell cross sell products such as Home loan, Auto loan, Personal loan
* Custodian for Debit card and debit pin
* Review all critical reports, Monitor cash level fraud controls, etc
* Cost Management and staff productivity
* Branch Administration & ATM(Onsite)Management
* Branch operation and audit compliance
* Achieved sales targets and provide customer care

Major attainments

* Cross sold 10 Lakhs of Life Insurance from walk-in customers and 12 Lakhs of Life Insurance from my portfolio customers in the financial year 2012-2013
* Cross sold 12 Lakhs of Life insurance and 5 Lakhs medical and term insurance till March to December 2013
* Won Contests in Demat, Credit card and Week to peak awards
* Topper in Home loan, Auto loan, Gold loan sales and got a 6000 cash reward

**Co-Curricular Activities**

* Certified in NISM(IV) AMFI
* Project done in Analysis of Distribution Channel of Tea and preferences of

 Parry Agro Industries (Marketing)

* Organized National level symposium
* Certified in Business plan, Ad zap and Business Quiz
* Certified in college choir and blood donation
* Member in NSS (Certified in 10 days camp)
* Certified in C, C++, Tally 7.0

**Academic Record**

Post-Graduation : M.B.A (Finance & Marketing)

Name of institution : St Joseph's College of Engineering

Board/University : Anna University

Year : 2012

Percentage : 72%

Under-Graduation : B.Com

Name of institution : American College

Year : 2010

Percentage : 56%

Higher Secondary School : S.V.V Matric Hr. Sec School

Board/University : State Board

Year : 2007

Percentage : 82%

**Profile**

Date of Birth : 25/04/1989

Gender : Male

Nationality : Indian

Linguistic abilities : English and Tamil