**First Name of Application CV No 1640010**

Whatsapp Mobile: +971504753686



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***R E S U M E***

## ***Home Loan, Loan Against Property, Project Loan, Loan to Professionals, Business Loan, Personal Loan***

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**Date of birth**  : 07.05.1975

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**Educational Qualification** : B.Com / MBA

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**Job Skills**: Planning, Monitoring, Follow-ups, Coordination, Meetings, Customer interactions, Lead Generation activities, Property document review, Team Motivation, Training and Development, Reports and MIS, Market Survey, Financial Advise, Report analysis

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**Total experience**  : 17+ years experience

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**Current Organization** : **LIC Housing Finance Ltd., Noida**

(2015 to till date)

Designation : Business Development Manager

**Previous organization**  : 2) **Indiabulls Housing Finance Ltd. Delhi**

(2012-2015)

Designation : Manager BD

3) **PNB Metlife, Gurgaon** (2007-2012)

Designation : Manager – Business Development

4) **Life Insurance Corporation Ltd.** (2001–07)

5) **Freelance with LIC** (1998-2001)

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**Job activities**

* Business development activities
* Customers interaction on day to day basis
* Planning, Monitoring and updating
* Direct interaction to customers
* Financial advice to customers
* Advice customer for eligibility criterial, suitable location, arrangement of finance
* Strong follow-ups with on-going customers and also to prospective customers.
* Co-ordination with customers and fields sales officers and guide them as and when require assistance / advice.
* Property document review and verify with said agencies
* Customer PR activities
* Lead generation activities
* Creating strong database of professionals like DR./CA/MBBS/Industrialists/Engineers
* Meeting with prospective customers and convince for our products and services.
* Meeting with doctors and understand their financial requirements
* Market survey for competitive rates and other services offered by them
* Site visit and meeting to builders and get all the details pertaining to chain of documents/approval of local authorities like DDA/Noida Authority/GNIDA/Yamuna Expressway
* Meeting and plan expected direct business target within team and individuals.
* Team motivation activities
* Training them for products and services / new products launch
* Co-ordination between team and management
* Power Point Presentation to Management for detail business review and future course of action to be taken in weak areas where we think can do better.
* MIS to management.

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