**CORE Competence**

Presentations / Negotiations Relationship Building

Territory Penetration Business Development

Trend/market analysis Product/Market Launch

|  |  |  |
| --- | --- | --- |
| **M.COM** | **BUNDELKHAND UNIVERSITY (UP),INDIA** | **2001-2003** |
| **B.COM** | **JAMMU UNIVERSITY, INDIA** | **1996-1999** |
| **CBSE 12 TH** | **AP SCHOOL , INDIA** | **1995-1996** |
| **CBSE 10 TH** | **KENDRIYA VIDYALAYA NABHA, INDIA** | **1993-1994** |

**UAE DRIVING LICENSE**

**NRN OVERSEAS FZE-- APR 2015—TILL DATE**

DESIGNATION-- **Export Manager (Import & Export) at Ajman Free Zone**

* Looking Sales of FMCG & Agri Products in East Africa Market & Mena Region
* Giving Sales Quotation / Proposal & negotiating sales deals.
* Dealing in Cooking oil, Rice, Sugar, Cement, Plastics Raw material,& FMCG.
* Maintaining Proper record of each Sale.
* Identifying Clients & Market need as well as new Sales Opportunity.
* Achieve Sales volume & revenue.
* Develop annual sales plans and forecast with project expected sales volumes

**LTD. FZC -- FEB 2014 --- MAR 2015**

DESIGNATION ---  **Business Dev. Manager (Export) in Sharjah Airport International Free Zone. UAE**

Responsibilities

* Handled Export depts. of Company
* Looking Sales of Food & Beverages, Agri commodity, Plastic Raw material, Building material to African Market.
* Handling LC & Trade Docs required for the Sale.
* Giving Sales Quotation/ Proposal & negotiating sales deals.
* Maintaining Proper record of each Sale.
* Identifying Clients & Market need as well as new business Opportunity.
* Maintain existing relationship for repeat sale.

**HDFC BANK LTD-- April 12 –Sept 2013--- INDIA**

DESIGNATION --- **Branch Sales Manager / Sr. Relationship Manager (Branch Banking)**

**Responsibilities**

* Supervise & Monitor team member in terms of Sales Productivity
* Maintain and Develop new customer Relationship and enhance the Business sourcing.
* Handled corporate trade relationships for Import & Export of Machinery and clothing by issuing Letter of Credit and Bank Guarantee.
* Provide proper resolution of Customer queries & Complaints.
* Meeting with all High net worth Customer & Monitoring Branch Merchandising, Administration and Sales Volumes.
* Generate Business & Cross Sell to achieve given annual target for FY.
* Enhancing the CASA Value in Existing Relationship
* Sales of third party products like Mutual Funds, Life & General Insurance.
* Branch Operations & Audit Compliance

**Major Achievement:**

* Achieved CASA Value & LI target of Last FY in 9 months.
* Audit report is Satisfactory for Last F.Y

**BAJAJ ALLIANZ LIFE INSURANCE LTD-- Jan 2006- March 2012 INDIA**

DESIGNATION -- **Branch Manager (Sales**)

**Responsibilities**

* The recruitment of Sales Manager, their training and business generation
* Target setting, distribution channel strengthening and meeting the sales budget.
* Appraised the performance of Distributors Chanel and initiative to develop effective and constructive solutions.
* Identify methods to market strategically and drive sale and distribution of insurance products through distribution channels. Keep abreast of competition. Build relations.

**Major Achievement:**

* Promoted to the post of Branch manager from the post of Sr Sales Manager.
* Achieved 141% of 2008-2009 FY Figure (first premium) in Rampur Branch.
* Achieved 129%of 2009-2010 FY Figure in Solan Branch.

**AIR FREIGHT LIMITED --** **July 2003- Dec 2005 INDIA**

DESIGNATION -- Territory Sales Executive

* Handling International sales order for AFL WIZ (Domestic partners for DHL)
* Looking after Sales & new location targets, setting up channel of Dealers
* Handling Distributors channel sales which includes appointment of channel partners, setting up their operations, performance & service standards of channel partners
* Playing key link between Company & the Channel Partners
* Implementing sales strategies & covering aspects of business development

**IT Proficiency**

Operating Systems: Windows 9x, Me, MS-DOS 6.22, 2000, XP, MIS, TALLY,

**Strengths**

* Excellent Communication and Interpersonal skill.
* Strong but realistic belief in own capabilities and ideas, exhibiting a “can do” attitude. .
* Maintain a positive attitude in the face of changes in the work assignments or conditions.
* Flare to update myself on the prevailing and emerging information technology directions.
* Ambition to grow and drive to excel.
* Ability to learn and work hard.

**PERSONAL INFORMATION**

**DATE OF BIRTH:** 04-06-1979

**SEX:** MALE

**NATIONALITY:** INDIAN

**LANGUAGES:** ENGLISH, HINDI AND PUNJABI.

**First Name of Application CV No:** **1702668**

Whatsapp Mobile: +971504753686

