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| **Antony**  **Sales and Business Development** **Professional**  An MBA in Marketing and HR.   * 7 Years of rich experience in Sales and Business Development and an Articulate communicator who can fluently speak the languages of both people and technology, blending expertise with exceptional interpersonal skills and adept at delivering presentations   **Core Competencies**   |  |  | | --- | --- | | Marketing strategies | Relationship management | | Business Development | Data Management | | Channel Management | Sales Support | | | |  | |
| **Experience:**  **Sales executive – General Insurance (Arabia Insurance Company, Dubai)**  **(May 2014 to Till Date )**   * **Duties & Responsibilities:-** * Relationship management * Generating Leads * Generating business from Customer * Meeting corporate clients * Coordinating policy issuance under writers * Providing after sales Service to customers * Premium Collection from customers * Management of New Pr/Services implementation * Daily reporting to Reporting authorities & Sending MIS * Achieving sales target   **Sales & Admin Manager - (Honest Hands Technical Services, Dubai) (June2012 to May 2014)**   * **Duties & Responsibilities:-** * Scheduling and Conducting Business Meets with Potential clients. * Preparing presentation * Actualizing marketing strategies * Maintaining Accounts in Peach Tree Software * Handling contracts & maintain business communications with client for sales * Preparing MIS for top management. * Handling end to end Office Administration * Assisting the sales department to manage monthly and annual quotas   **Sales Manager - Bajaj Allianz GIC (From Jan 2008 to May 2012)**   * **Duties & Responsibilities:-** * Relationship management * Generating business from the bank. * Training bank employees & team members on sales * Meeting corporate clients for developing business * Team Management * Cross selling to bank customers * Co-ordinating policy issuance * Providing after sales Service to customers * Problem solving * Management of New Products/Services implementation * Daily reporting to Reporting authorities & Sending MIS * Organizing campaigns in bank branches * Deriving sales targets from the teams   . | | | |  | | **Profile:**  An energetic, self-motivated & experienced Sales and Business Development Professional.  A passionate and credible Sales and Business Development Professional with unique insights into Relation and Portfolio Management.  I consider myself to have excellent organizational Development Skills.  I am committed to improving individual, team and organizational performance by developing Sales and Business activities that add value and impact bottom line business results.  My focus is to now utilize both my Sales and Business Development knowledge in a new environment where I can continue to build and develop my expertise and add value to the Business.  **Current Role Achievements:**   * Achieved 100% sales target. * Introduced new products to the market * Relationship Management * Portfolio Management   **Role Achievements:**  Part of the sales and Admin team at Honest Hands Technical Services I have been extensively involved in the setting up of SOPs, Designing and Developing new reports, Business Development, Enhancing sales numbers and Reducing aged receivables in sales Department  **Role Achievements:**   * Handled 11 Axis bank branches through 3 sales officers. * Penetrated Axis Co-branded Product in the self-developed Market.   **Strengths:**  Close interaction with every department middle level and top level management  Ability to learn quickly, Team player, adaptability and well coupled with a friendly and open disposition.  Self motivated and motivating others, self starter, punctual and loyal.  **Education:**  Master in Business Administration in HR and Marketing from G R D Academy Of Management, Bharathiar University, Coimbatore in 2007.  Bachelor of Commerce from Christ College, Calicut University, Thrissur in 2005.  MS Office ,Tally,Peachtree,MicroSoft Outlook  **Personal Information:**  Date of Birth: 24 – May - 1984  Marital Status: Married  Languages Known: English, Malayalam, Tamil |
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