Vineet 

Email: Vineet.303508@2freemail.com

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| **Carrier Objective:** |

Intend to build a carrier with leading corporate of high tech environment with committed dedicated people. This will help me to explore my self fully and realize my potential. Keen to work as key player in challenging and creative environment.

**Career Highlights**

Responsible for enhancing sales and market share online trading through implementation of strategic and tactical sales plans for (Online trading , Personal loan for the self Employed Individuals as the core product, Pay roll accounts), & providing better service to the customers, report to the Team Manager.

* Knowledge of Commodity & Financial markets .
* Handling outdoor sales – individuals as well as corporate
* Well versed with Retail Banking Products of the bank
* Well versed with operational guidelines with respect to identification and verification of documentation
* Consistently exceeded Sales, Service & Cross sell targets month
* Well versed within UAE market with respect to retail products & the competition
* Acquaintance with customers at every stage of the process on a high scale
* Involved in SME Loans & Client Relationship Management.
* To prospect new acquisition and meet the potential corporate clients.
* Sourcing of customers for Business loans and providing service to the existing clients too.
* Analyze applicants' financial status & credit to determine feasibility of granting loans.
* Coordinating with various departments like credit, operations to ensure smooth functioning of the business.
* Ensure the customer satisfaction without deviating the policy & operating procedures of the bank.

**WORK EXPERIENCE IN RSK METAL TRADDING LLC (*02-12-2013 to 22-12-2015)***

* Work experience as assistant under accountant
* Sales Coordinator
* Knowledge of Banking.
* 2 Year Experience online trading software name(Meta Trading4,DGCX,CQG) Dubai (02-12-2013 to 22-12-2015
* Knowledge of Commodity & Financial markets.
* Knowledge of Dubai Gold Commodities Exchange
* Sea & Air Export Import Basic Knowledge.
* IMPORT-EXPORT Documentation knowledge
* UAE Valid Driving License Issue Date (10-03-2015 to 10-03-2025)

**ALPHA REAL ESTATE COMPANY LOCATION – India Aug, 2009 to Nov, 2010**

* Business development executive
* Set and managed appointments to show homes to prospective clients.
* Kept up to date on competitive real estate knowledge through attending conventions, reviewing listings and trade journals.

**Reliance communication, - Marketing Executive, Location – India April, 2008 to Aug, 2009**

* Marketed various IT products to small and medium sized dealers
* Built strong relationships with key client and increased revenues by more than 20%
* Assisted management in identifying new clients and matching their requirements with the company products offering

**ICIC Bank, - Sales Executive - Location- India**

* Handled personal loan requests from existing and new clients
* Analyzed collateral, capacity to pay and cost of servicing client in reviewing loan application
* Assisted in preparing monthly reports analyzing the status of the loans disbursed
* Assisted the marketing team in generating leads for revenue growth

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| **Personal Details :** |

Nationality : Indian

Date of Birth : 22/05/1989

Marital Status : Unmarried

Religion : Hindu

Driving License : Valid UAE driving License

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| **Educational Qualification** |

Master of Commerce (M.com) India Year Passed - 2012

Bachelors of Commerce (B.COM) India Year Passed – 2010

Intermediate – UP Board India Year Passed – 2007

High School – UP Board India Year Passed – 2005

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| **Computer Background :** |

* MS office Package
* Window XP
* Internet
* Tally

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| **Languages Known:** |

* English -Read, write & Speak
* Hindi -Read, write & Speak Internet

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| **Visa Status :** |

 Visa Status : Visit Visa