**RESUME**

**ANUP**

**Email ID:** **ANUP.338696@2freemail.com**

**Visa status:** Visit visa, valid till 24th February 2017

**Date of Birth:** 16th November 1975

**14 years experience in Sales and Marketing - Seeking a Mid-Management position in U.A.E.**

**Address:** 3/15, Umang Apartment,

Nr Vijay Nagar Crossing, Vijaynagar, Naranpura,

Ahmedabad: 380013

India.

**Career Objective:** I would like to be top performer, reach middle management position in a reputed organization and like to be an indispensable asset for the organization.

**Strengths:** Self motivated, enthusiastic, aggressive, fast learner can be work in pressure, honest, hard worker, and committed to top quality work.

**Summary of Skills and Experience:**

* A result oriented professional with over 14 years experience in business development, sales, marketing and portfolio management.
* Proficient in handling all aspects of the branch applying leadership skill, planning and executing.
* Expertise in concepts like market research, service marketing and organizational behavior.
* Demonstrated abilities in cementing healthy relationship with the clients for generation business and leading workforce towards accomplishing business and corporate goals.
* Proven skills in managing teams to work with the corporate set parameters & motivating them for achieving business and individual goals.
* Possess excellent interpersonal, communication and analytical skills with demonstrated abilities in customer relationship management.

**Professional Work Experience:**

**Jaya tours and Travels as a Sales Manager from January 2013 to date**

**Key Responsibilities:**

* B2b channel sales in Gujarat and Ahmadabad.
* Recruit b2b agents across Gujarat
* USA B1/B2 visa for clients.
* To solve their query according to their requirement.
* To report director about the sales mis.
* To motivate the b2b sales agent and solve their problems
* Built relationship with the client and get references from them of new client acquisition.
* Aware changes of travel market about the products and industries.
* Motivate sales agents for inbound sales.

**ICICI Prudential Life Insurance Co. Ltd as a Development Manager from May 2010 to December 2012**

**Key responsibilities:**

* To recruit potential financial advisors and train them for insurance business.
* Grooming the agents with field support, product knowledge, creating vision database, skills to close calls.
* Prospecting business growth with agents existing network.
* Keeping track with insurance company’s underwritings guidelines.
* Service the agents and provide them with the solutions of their needs.

**Achievements:**

To sell highest term plans in the branch for more than three month of period.
To achieve sales target over 70% on YoY basis.

**Angel Broking Ltd as a Relationship Manager from September 2008 to April 2010**

**Key Responsibilities:**

* Sourcing and serving new HNI clients for the organization.
* Selling of third party products like insurance, mutual fund, loans and credit card business from angel clients.
* Achieving targets on monthly and quarterly basis.
* Building and maintaining healthy relations with the clients and also with employees.
* Query solving raised by branch to avoid unnecessary delay in customer deliverables.
* Achieving the business targets assigned in terms of cross selling, enhancing and upgrading the HNI relationships.

**Achievements**:

* Recognize for best employee of the year in 2009.
* To handle 25cr AUM and increase the revenue more than 5% Yoy basis.
* To achieve Dubai trip on 2010.

**HDFC Standard life insurance Co Ltd as a Sales Manager from Nov 2007 to Aug 2008**

**Key responsibilities:**

* To recruit potential financial advisors and train them for insurance business.
* Grooming the agents with field support, product knowledge, creating vision database, skills to close calls.
* Prospecting business growth with agents existing network.
* Keeping track with insurance company’s underwritings guidelines.

 Service the agents and provide them with the solutions of their needs.

**Achievements and awards:**

To get the 3rd rank among the Ahmadabad region for best recruitment and get certificate and trophy.

**Tata Teleservices Ltd. (Upman consultant Pvt ltd) DST as a Team Leader from July 2004 to October 2007**

**Key responsibilities:**

* Responsible for selling of walkies, CDMA mobiles and V-data cards to corporate individuals’ customers.
* Recruiting a team of fos (executive) who own good potential and sales personality.
* Train and motivate the fos for sales and ensure that they achieve their individual targets.
* Achieve my own targets assigned by co within given period.
* To take approvals from senior for bulk deals.
* To build relationship with corporate customers, solve their queries and give them proper solutions.

**Achievements**:

* To achieve best sales team award for constant two times
* To achieve 90% of target on year on year.
* My team achieved Goa, Udaipur and shanku's water park trip

**Interactive Marketing Pvt Ltd. (DST of ICICI bank) as a Team Leader from January 2003 to June 2004**

**Key responsibilities:**

* Responsible to look out whole BDE team.
* To recruit and motivate the BDE for credit card sales.
* Responsible for BDE training and ensure that the team achieve their targets.
* To ensure that all BDE’S work as team and they are set their goals for their career.

**Achievements:**

To over achieved the target over six month constantly.
To get best Team manager award for the year.
To get top ten ranker across the country.

**Educational Qualification:**

* B.com in the year 1997 from Ahmadabad Commerce College.

**Other qualifications:**

* AMFI certified for mutual fund advisory module. **(82%)**
* M.S Office, Window 2007/08, Internet and emails.