Zamir.338888@2freemail.com

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| **Objective:-** Seeking a challenging position in a reputed organization which provides opportunities for professional growth and advancement, and utilize the experience acquired in becoming a valuable team member **in the field of SALES AND MARKETING** |

**cORE COMPETENCIES**Accomplished self-motivated professional over **2 years** of experience in **sales and marketing**.Excellent interpersonal, team and customer support skillsSelf-Starter; quickly pick up new skills and adapt new situations  |
| **pROFESSIONAL experience & respnsibilities** **FINANCE HOUSE Sr RELATION OFFICER SALES MAR 2016-PRESENT*** Relationship building;
* Researching the market and related products;
* Presenting the product or service in a structured professional way face to face.
* Listening to customer requirements and presenting appropriately to make a sale;
* Maintaining and developing relationships with existing customers in person and via telephone calls and emails;
* Cold calling to arrange meetings with potential customers to prospect for new business;
* Responding to incoming email and phone enquiries;
* Acting as a contact between a company and its existing and potential markets;
* Negotiating the terms of an agreement and closing sales;
* Gathering market and customer information;
* Challenging any objections with a view to getting the customer to buy;

**Sales supervisor Mashreq Bank FEB 2015 – FEB 2016*** Relationship building;
* Researching the market and related products;
* Presenting the product or service in a structured professional way face to face.
* Listening to customer requirements and presenting appropriately to make a sale;
* Maintaining and developing relationships with existing customers in person and via telephone calls and emails;
* Cold calling to arrange meetings with potential customers to prospect for new business;
* Responding to incoming email and phone enquiries;
* Acting as a contact between a company and its existing and potential markets;
* Negotiating the terms of an agreement and closing sales;
* Gathering market and customer information;
* Challenging any objections with a view to getting the customer to buy;
* Advising on forthcoming product developments and discussing special promotions;
* Creating detailed proposal documents, often as part of a formal bidding process which is largely dictated by the prospective customer;
* Reviewing your own sales performance, aiming to meet or exceed targets;

**AMERICAN EXPRESS BUSINESS DEVELOPMENT SALES Feb 2014 – Feb 2015** * Create marketing programs that create interest for companies.
* Work closely with dormant resellers to reactivate. Identify potential reseller needs and interests and effectively communicate benefits and opportunities available to meet needs and interests.
* Analyze sales and industry trends and make appropriate recommendations to ensure long-rangeplanning needs are met.
* Maintain a reliable communication mechanism with sales and product management departments to ensure effortsare in line with objectives.

**Summer Internships*** Title :- customer perception towards education loan provided by Jammu and Kashmir bank
* Company:- Jammu and Kashmir bank
* Duration:- 45 days
* Role:- market research
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| **EDUCATIONAL CREDENTIALS** |
| * **Full Time Post Graduate Degree in Management (MBA) 2013**IIPM
* **Name of Graduation degree :- BBA 2011** Sikkim Manipal university;
* **Class XII :- Commerce 2007**Govt. boys higher secondary school/Jammu and Kashmir board of school education;
* **Class X 2005**J.E.T school / Jammu and Kashmir board of school education;

**Technical Proficiency*** Windows 97/2000/XP/VISTA/07AND 08,
* MS Office,
* Internet Applications
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| **Interest:*** Technology
* Photography
* Travelling

**PERSONAL DETAILS** |

 **Languages Known:** English, Arabic (only read and write), Hindi, Urdu, and Kashmiri **Hobbies**: playing cricket, Travelling **Religion: Muslim
Gender: Male**