[Zamir.338888@2freemail.com](mailto: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 skills Self-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 efforts are 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 |
| **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 | |
| **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**