**JAFFAR**

Dubai, UAE.

Email: [jaffar.343559@2freemail.com](mailto:jaffar.343559@2freemail.com)

**OBJECTIVE**

Seeking for a position in Customer Service / Administration / Sales / Marketing / Coordination / Retail Sales at a firm where, while exploiting my previous knowledge and experience combined with new knowledge that I would gain during the course of my stay, I make worthy contribution.

# SUMMARY OF EXPERIENCE

* Innovative professional with 6+years experience in Banking Sales.
* Managing and developing significant initiatives, creating values and meeting targets.
* Successful initiation, planning, controlling, executing and closing of sales.
* Researching and Identifying prospective clients, client development and acquiring new business by cold calling, mailing and networking.
* Exceptional organizational, oral/written communication, interpersonal, analytical, and problem resolution skills. Thrive in both independent and collaborative work environments.
* PC Skills: Operating systems, MS Office Tools

# Experience

**Synchrony Bank –Hyderabad, INDIA August 2011 -- January 2017** Senior Sales /Customer service representative (5 Years and 5 months)

* Sale of various product s, personal loans, top up loans thru multiple resources.
* Represented the organization to the corporate sector at senior levels of the management.
* Focus on cross selling wider Group product. Ensure fully aware of group capability and leads/business generated for Corporate Banking etc.
* Meeting new corporate clients to offer wide range of consumer loans and facilitate banking services.
* Handling customer inquiries and complaints, and providing information regarding products and services.
* Customer satisfaction by effectively handling & diagnose problem.
* Visiting new companies to list in our bank. Establish contact with key decision makers and map their requirements
* Timely follow-up to the potential clients and to provide right solution to the customer.

## Citibank Dubai, UAE. OCT 10 – JULY 11

Sales Representative

* Establish contact with key decision makers and map their requirements.
* Timely follow-up to the potential clients and to provide right solution to the customer.
* Identified the requirements for a prospect and closed the deal successfully
* Lead generation, cold calling, market research to ensure achieve targets.
* Command excellent knowledge of company’s product line, including the basic features and benefits, technologies used, pricing and competitive position
* Provided successful solutions to companies directly by interacting with customers

**Standard Chartered Bank – Dubai, UAE September 2008 – Aug 2010**

Relationship Officer

* Making new relationships & find out new territories for sales.
* Bring in new clients and covert these quickly into profitable, multi-product relationships.
* Listing companies and building strong rapport with customers and clients.
* Regular meetings with existing customers to strengthen relationships and to seek ancillary business; visit to prospective customers to promote the bank’s products and services, discuss business opportunities, and establish mutually beneficial business relationships.
* Develop plans for business growth and enhance business opportunities with existing and potential borrowers.
* Provide world class customer service through inbound and out bound by responding to the clients’ Issues and concerns.

# Education

## MKU – Madurai Kamaraj University - Commerce 2013 - 2015

Bachelor of Commerce (B.Com)

Computer Science

**PERSONAL INFORMATION**

**Name** : Jaffar

**Nationality** : Indian

**Date Of birth** : 21/04/1979

**Marital Status** : Married

**Languages Known** : Arabic, English, Urdu & Hindi

**Visa Status** : Visit Long term

**Place of Issue** : Hyderabad, India

**Date of Expiry** : 19/01/2027

I hereby declare that the information furnished above is true to the best of my knowledge.

Date:

Place: Dubai, UAE (Jaffar)