**YASIN**

E-mail: yasin.360424@2freemail.com

**VISION AND OBJECTIVE**                  :

Looking for challenging career, where there is scope for demonstration, always on a look out for a positive & bigger outlook, Currency are ideas, thrive on Imagination & Passion, Rigorous thinking and boundless curiosity, Sets levels & standards that exceed expectations, Have fun attitude is everything, Bottom line rises with the Organization, A Learner for Life. Seeking a sales management position where my leadership, strategic planning, operational effectiveness and business development skills will be fully utilized.

**STRONG FORTE**                         :

1. An effective executive with the necessary skills to surpass continuously all the set goals and targets.
2. Proven ability to increase sales and revenue.
3. High interpersonal skills at all the levels, gaining first hand information about competition and derive the first user advantage.
4. Looking forward for a pro-active role to serve customers both in the asset and liability spectrum and excel as per the accomplishment registered in the retail space.
5. Highly successful in building new relations and nurturing the relations on continuous basis for reaping complete and optimizing the returns from each relations.
6. Analyzed the market & studied competition thoroughly in terms of market size & market share prior to introduction of products, to further support financial growth.
7. Devised and implemented innovation marketing promotional activity for exploring the viability/profitability of products, to further support financial growth.

**PROFESSIONAL EXPERIENCE**            :

**AKRAM NIGHTY MANUFACTURE**

Designation : MARKETING MANAGER

Reporting to : OWNER

Duration : DEC 2015 TO JAN 2017.

**RELIANCE LIFE INSURANCE**

Designation : SALES MANAGER

Reporting to : TERRITORY MANAGER

Duration : From AUG 2014 TO MAY 2015.

**Responsibilities**                        :

  1.       Sources   life and non life advisor.

 2.       Develops data base for lead generation, identifies market segments.

 3.      Relationship Management follows up with client through telecalling,

 written correspondence and field visits to provide information of the

 company  products and services and seek customer fund.

**APOLLO MUNICH HEALTH INSURANCE**

Designation : AGENCY DEVELOPMENT MANAGER

Reporting to : BRANCH MANAGER

Duration : From DEC2012 to JULY 2014.

**Responsibilities**                        :

  1.       Sources   life and non life advisor.

 2.       Develops data base for lead generation, identifies market segments.

 3.      Relationship Management follows up with client through telecalling,

 written correspondence and field visits to provide information of the

 company  products and services and seek customer fund.

**BHARTI  AXA LIFE INSURANCE COPANY LTD**

Designation                   : AGENCY MANAGER

Reporting to                   : Sr. BRANCH SALES MANAGER

Duration                        : From AUG 08 to DEC2010.

 **Responsibilities**                        :

  1.       Sources new  life advisor

 2.       Develops data base for lead generation, identifies market segments.

 3.      Relationship Management follows up with client through telecalling,

 written correspondence and field visits to provide information of the

 company  products and services and seek customer fund.

 4.      Plans and conducts special sales initiatives and events for prospective.

 **ACHIEVEMENTS.**

1. Won **1gm gold by loggin 1.20lakh** in same day.
2. won **certificate of excellence** by doing highest naaf in **cluster in March 2009**.
3. **Certificate of Excellence & Silver Medal** in Cross country Challenge by **loggin 6 policy in 3 days.**

 **ACADEMIC QUALIFICATION**     **:**

 ExaminationYear of Passing Class

Matric Examination  2002 1st class

Inter (I.Com)  2004 1st class

Bachelor of Commerce (B.com)  2007 2nd Class

  **DETAILS OF COMPUTER SKILL            :**

 Diploma in Computer: -

      Ms-Office:- (Word, Excel, PowerPoint)

**PERSONAL PROFILE                   :**

Name                              : Yasin

  Date of Birth                   :      25th Sep1985

E-mail ID                        :    yasin.360424@2freemail.com

 Nationality                     :   Indian.

 Religion                          :   Muslim.

 Languages known          :   English, Hindi, Bengali,Marathi

 Hobbies                          :     Listening music, reading, surfing Internet & riding bike

 I hereby declare that the information given above is true and correct to

the best of my knowledge.

Place:

Date   ( Yasin)