

Name: Abid

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Summary

Born and brought up in the U.A.E upholding a sales profession with one year of experience in the insurance industry. Highly skilled at negotiating with potential customers, CRM and competitive execution of sales. Aspiring for a job in retail/insurance industry within UAE.

Core Skills

* Excellent negotiation skills.
* Target Oriented.
* Client relationship management.
* Product Knowledge (Life insurance, Marriage plan, Education plan, Saving plan, Capital Growth Plan, Loan protection plan and Nisa saving plans.)
* Cold Calls, outdoor marketing, and telesales.

Achievements

* Received an appreciation certificate for an usher services by Sharjah government in Gitex traders.
* Closed two leads worth of Rs 25,000/-. during the first month which aided me to receive EFU license.
* Consistently met and frequently exceeded the financial objectives of represented clients. Assessed risk tolerance and investment/risk-management goals to recommend solutions optimally suited to client needs. Provided sound financial, insurance and wealth-management advice to protect client assets and grow the net worth of their respective portfolios
* Cultivated positive relationships with customers and expand business through referrals.

Professional Experience

**Sales Executive** Du Telecommunication Nov-2016 -April-2017

* Delivering and implement monthly sales target by selling Du product connection on a delayed basis to complete months target.
* Preparing monthly sales report at the end of the month
* Handling cooperate profile
* Generate leads from existing clients.

**Sales Consultant** EFU Life Insurance (Pakistan-KHI) Aug-2015 - Aug-2016

* Developed and implemented sales plan and managed the phases of the sales cycle from prospecting to closing and follow-up support.
* Represented a full line of insurance and financial products, serving as a trusted advisor to businesses and individuals.

**Previous Work Experience In Dubai**

**Sales Executive** Oppo/ Sharaf DG Sep-2014

* Employ appropriate selling techniques to promote and sell the organization's products & services and assist existing or potential customers, and resolve queries of them.
* Provide personalized service by consultative suggesting products that meet customer’s needs.
* Demonstrate methods of application of various products to customers.
* Increase overall sales by recommending additional products.
* Practice suggestive selling, offering every customer-related items in order to drive multiple unit sales.
* Actively participate in cleaning and organization of the stores to ensure that standards of presentation are maintained.
* Responsible for developing and maintaining a thorough knowledge of the Electronics merchandise, special events, and promotions within these departments.
* Performs resets, takes inventories, maintains records, and orders merchandise for the department. Checks in and prices merchandise as required or directed by the Store Manager

**Data Entry** DEWA May-2015

* To enter data from various source documents into the computer system for storage, processing, and data management purposes.
* Prepare, compile and sort documents for data entry and check source documents for accuracy
* verify data and correct data where necessary
* obtain further information for incomplete documents
* Update data and delete unnecessary files
* combine and rearrange data from source documents where required
* enter data from source documents into a prescribed computer database, files, and forms
* transcribe information into required electronic format.
* Scan documents into document management systems or databases and check completed work for accuracy.

Education

Higher Secondary from S.S Commerce & Arts Hyderabad Sindh Pakistan (private) - Grade A - May 2013

Intending to pursue graduation studies.