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 **Passport Size**

 **Photo**

**SHANAWAZ**

**SHANAWAZ.366968@2freemail.com**

# A graduate with over 8 years(+) of experience in Sales & Marketing, looking forward to work with an organization of good repute preferably in UAE.

**SYNOPSIS**

* A competent professional offering **8 years(+)** of richexperience in the area of , Sales , distribution channel handling and business expansion tools.
* Advanced knowledge of the Banking & services, strong sales and business development skills.
* Possess acumen to conduct financial analysis and evaluate business plans thereby advising new businesses, management of stockiest and account teams on competitive activities and strategies to support business development.
* A forward thinking person who is team oriented, proactive and a confidential and reliable partner to top management.
* Exceptionally well organized with a track record that demonstrates self motivation, creativity and initiative to achieve both corporate and personal goals.

**December’2014 - February’2017 at RELIABLE PVC DOORS PVT LTD, LUCKNOW as a Sales Manager**

**Key Deliverables:**

* To Handle a Team of Members, Distributers & Dealers
* Monitoring & Control of TMs in terms of Basic Working and Business Development
* To Ensure the implementation of strategies down the line
* Motivational Campaigns for Team retention
* Responsible for Regional Business Growth

**September’2012 - November’2014 at Bluestone Jewellery & Life Style Pvt. Ltd., Lucknow as a Relationship Manager**

**Key Deliverables:**

* To handle 2 individual territory – Lucknow & Kanpur
* To conduct activities and campaigns as per companies’ SOPs
* To generate business and maintaining the YTD/YPM as per the divisional SOPs
* To gather competitors information.
* To contribute external candidates to Blue Stone.
* Accountable for smooth processing of delivery channels in the region.
* To have a eagle eye on competition to revise our marketing strategies time to time.

**May’2010 - August’2012, At ICICI PRUDENTIAL ,Gorakhpur as a ASSO. Financial Service Manager**

**Key Deliverables:**

* To ensure business via clients data bank for specific products
* Monitoring & controlling of basic working and business development
* To ensure the implementation of strategies in the branch for better business outcomes
* To design new campaigns for betterment of the Brand
* Responsible for branch business growth

**May’2009 – May’2010, At Reliance Money Ltd. ,Gorakhpur as a Business Development Executive**

**Key Deliverables:**

* Discuss our Financial product with Customers through Reliance Web World Channel
* Handling customers regarding Insurance and Tax Savings
* Providing all financial product like Mutual Funds, D-MAT Account and General Insurance
* Meeting with customer after taking appointment on Call

**March’2008 – March’2009, At Reliance Life Insurance, Gorakhpur as a Personal Financial Consultant**

**Key Deliverables:**

* Data collection of interested customers and generate lead
* Take appointment for Customer Visits and cold call
* Achieving Monthly target & maintaining Daily Sales Reports

**EDUCATION**

* **Bachelor of Commerce** from DDU Gorakhpur University in 2007.
* **Intermediate** from U.P board in 2004.
* **Matriculation** from U.P board in 2002.

**IT SKILLS**

* Proficient with MS-Word, MS-Excel, MS-PowerPoint and Internet Applications.

**DECLARATION**

I hereby declare that all the statement stated in this resume is true & complete to the best of my knowledge and belief. If any particular information given here being found false or incorrect, my candidature sure is to be rejected.