 ***ABHISHEK***

***ABHISHEK.367472@2freemail.com***

 **Summary**

*Highly Motivated & Hard Working Professional having of* ***total 6 years work experience in Sales & Marketing*** *. Currently looking for dynamic organization with Growth Prospects in UAE for making Solid Career where I may contribute with my Knowledge, Skill Set and Passion for my work.*

*● Direct Selling background ● Natural Panache for Business, Marketing & Sales.*

*● MBA, BSc( Graduate) ● Knowledge of Financial Products & Investments.*

*● Proficient in English & Hindi. ● Excellent Communication & Presentation.*

*● Completed UAE Driving Classes ● Proficient IT Skills Word, Power Point, Excel.*

*● Extensively Travelled across Dubai, Sharjah & Ajman*

***Two Year UAE*** *Banking Sales experience in Insurance & Savings.*

***PROFESSIONAL EXPERIENCE:***

* *RAK Direct Employment Services working for*

***National Bank of Ras Al Khaimah (RAK Bank), Dubai & Sharjah***

*As Relationship Officer in* ***Bancassurance*** *in Direct Sales across UAE and Banca CSO in King Faisal & SIB branch ( Short term) from 1st July 2015 to Present.*

* *Selling Insurance Plans both ULIP Plans and Endowment plans by reputed providers like Metlife, LIC International, Salama, Takaful Emarat and Orient al futtaim.*
* *Giving Retention & Post Sales Service to existing clients.*
* *Generating Revenue to Achieve the Monthly target of the bank.*
* *Selling Plan to New to Bank Customers as well as Existing Customers.*
* *Data Collection and assisting the branch walk-ins.*
* *Also Direct selling to clients in the market by Tele calling, Cold Calling and References.*
* *Opening of personal accounts like Current accounts and fast saver account.*
* *Bank Documentation and Completing the Applications.*
* *Assisted in Cross-selling Business Accounts, Credit cards, personal loans, business loans & facilities.*
* *Generated leads for Premium Fixed Deposits.*
* *Completed various online and classroom training programs related to Banking industry and sales products.*
* ***Skyhigh Dream Works Consultants Pvt. Ltd.******New Delhi NCR***

*Director/Founder of the Company*

*Residential & Commercial Real Estate Sales in NCR region from May 2014 to March 2015*

* *Travelled & Understood 6 Locations/ Cities: Noida, Gr Noida, Yeida, Bhiwadi, Sohna, and Gurgaon.*
* *Developed and made the Website of the Company including its content by myself only.*
* *Designed the Real Estate Sales Training program for the Company.*
* *Designed Formats for Sales Team for KYC and Tracking there Sales Activities that can multiply the sales of even new recruits, which was never done in our Real estate industry of India.*
* *Offline and Online Media promotion by Mails, SMS, Facebook etc*
* *Data collection for promotion (collected over 1 million contacts & email ids in 3months)*
* *Created & maintained FB page of the Company along with researching and creating the content.*
* *Designed strategies for Advertising & Promotion.*
* *Created the Builder and Broker network for Sales.*
* *Participated in Property Expos & Real Estate Conferences*
* *Group Presentations & Canopy Activity*
* *Created new ideas for Improving business& online Promotion.*
* *Cold calling & Prospecting for Lead Generation.*

* ***Investors Clinic India Pvt. Ltd. Noida, India***

 *As Sr Business Development Executive from Sept 2012 to Nov 2013.*

 *Residential & Commercial Real Estate Sales focused on Noida Region only*

* *Lead Generation by Cold Calling & various prospecting techniques.*
* *Customer needs Identification & researching the right product for them.*
* *Generating Sales to achieve monthly sales targets.*
* *Conduct Product training for two branches during the R&R meeting*
* *Making & giving the Team Presentation*
* *Mentored fresh recruits within the Organization*
* *Received Sales & marketing Training from Expert Trainers, CEO & Directors of the Company.*
* ***Ranbaxy laboratories Pvt. Ltd. New Delhi, India*** *As Sales & Marketing Executive for Pharmaceutical Sales from covering Prestigious AIIMS Hospital, New Delhi (Institutional) & doctors of nearby region during July 2010-11.*
* *Generating prescriptions of the Pharmaceuticals products from Institution & Doctor.*
* *Regularly meeting Doctors & Chemist in the area to keep up the sales.*
* *Conducting Continuous Medical Education Programs for Doctors.*
* *Conducting various surveys & Competition analysis by the company.*
* *Implementing the Marketing Strategy & programs by the Company.*
* *Making sure the availability of the products at the chemist.*
* *Achieving the targets of the company.*

***Languages Skill:***  *Proficient in English and Hindi*

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***Driving Skills:*** *In Final Test Stage of UAE DL & have Indian DL.*

***EDUCATIONAL QUALIFICATION:***

* ***MBA or PGDM (Marketing Management)*** *from Symbiosis Center for Distance Learning, Pune, India.*
* ***Technical Analysis*** *from International College of Financial Planning, New Delhi involving the Statistical Analysis of Stock market & Equity movements for Investing using various software like Odin, Metastock, Getbhav and Downloader.*
* ***Graduate in Biotechnology*** *with CBZ from India.*
* *Schooling from LPSS School, Delhi from CBSE Board.*

***AWARDS & CERTIFICATES:***

* *Workshop on* ***Anti Money Laundering Workshop*** *in RAK Bank.*
* *Assessment Certificate for the Role of Equity Dealer confirming to* ***National Skill Qualification Frame Work, Level 4 (By Govt of India)***
* *HP Life e- learning for Entrepreneurs: Courses on Finance, Marketing, Operations, Communications & Special topics, Achieved 22 Certificates.*
* ***English Skills*** *Course from* ***British Council Foundation****, India, New Delhi.*
* *Workshop on* ***Art of making money*** *in Stock market*
* *Attended & Successfully Completed Induction Training at Ranbaxy Training Center, Mumbai.*
* *Attended* ***PRE REPUBLIC DAY II NCC Camp*** *at Dehradun, Uttrakhand, India.*
* *National Cadet Corp “B” Certificate holder*
* *Presented* ***Abstract*** *on “Natural and Herbal Medicine HUMA for Cancer Prevention and Treatment” in Intercollegiate Poster Presentation at my college.*
* *Certificate of Excellence in Computers in Class XII.*

***ACTIVITIES:***

* ***Read*** *over 50 Plus Books on various subjects.*
* *Learned about Facebook* ***Advertising & Promotion.***
* ***Investment*** *Futures & Option Trading, Hedging & Greeks for Investing in Stock market.*
* ***Volunteer*** *for Service Event Organization at Art of Living & SKRM.*
* ***Organized National Conference****: - Microbiology: Avenues and Application at my college by working in Travel & Reception Department* ***(Event Organization).***
* ***Published Articles*** *in College Magazine Endeavour and also had* ***Designed*** *few pages.*
* *Took part in Blood Donation camps.*
* *Participated in Inter-house Drama Competition, got IInd position in Play Category.*
* *In School, participated in various Plays, Cultural programs, essay competition, Inter-branch Chess & Drawing competition.*
* *Active Member Floriculture Club of College*

***HOBBIES:*** *Travelling, Investing & watching Documentaries.*