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**IMRAN**

Abu Dhabi, UAE

C/o-Mobile: +971506425478

Email: [imran.379200@2freemail.com](mailto:imran.379200@2freemail.com)

***Career Objectives:*** A suitable position in the organization where my skills could be harnessed to upgrade my learning process and simultaneously achieve organizational objective in an efficient and self-motive manner, Strong sales, negotiation, and communication skills.

***Professional Experience:***

**Company Name :Home First Finance Company India Pvt. Ltd.(India)**

Designation of Held**:** Relationship Manager

Location : Thane Branch India

Duration of work: Oct 2016 To Feb 2018

**Job Responsibilities:**

* Identify key staff in client companies to cultivate profitable relationships
* Resolve customer complaints quickly and effectively
* Forward upselling and cross-selling opportunities to the sales team
* Promote high-quality sales, supply and customer service processes
* Aim to preserve customers and renew contracts
* Approach potential customers to establish relationships.
* Manages, maintains, and grows current business banking relationships and develops new customers.
* Responsible for a portfolio of small to mid-sized businesses.
* Seeks cross-sell opportunities and directs customers to other services and products available to meet their needs and generate business.
* Developing our Premier customer base and establishing long term relationships with an assigned Premier clientele portfolio
* Managing the total wealth of your clients by matching our financial and investment product solutions to their financial needs
* Promoting our Premier Service to potential customers, exploring their needs and making referrals to other business units where appropriate
* Supporting branch improvement initiatives, providing customer feedback of our service and ensuring compliance with audit requirements and quality assurance

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| **Company Name *:***Tofiq Trading company (India)  Designation of Held*:*Marketing/Sales/Real Estate Executive  Location *:* India  Duration of work*:* Oct 2011 to Dec 2015  **Job Responsibilities:**   * Planning, developing and implementing effective marketing communication campaigns. * Provide guidance and assist sellers and buyers in marketing and purchasing property for the right price under the best terms. * Follow up the appointment, closing deal on site, arrange pick up and drop facility, tie up with corporates. * Using the full marketing mix for the company’s marketing communications. * Determine clients’ needs and financials abilities to propose solutions that suit them. * Intermediate negotiation processes, consult clients on market conditions, prices, mortgages, legal requirements and related matters, ensuring a fair and honest dealing. * Perform comparative market analysis to estimate properties’ value. * Display and market real property to possible buyers. * Writing copy for all marketing collateral, including brochures, letters, emails and websites. * Monitoring ongoing campaign spend against the budget, keeping accurate records and highlighting where variances occur, maintain and update listings of available properties * Producing an accurate summary of total spend at the end of a marketing campaign.   *Educational Qualification:*  Post-Graduation: PGDM (Marketing)  Graduation: B. Pharmacy  **KEY SKILLS AND COMPETENCIES**  Professional   * Able to remain focused when carrying out boring, repetitive or monotonous   Clerical tasks.   * Marketing   Public Relations   * Customer Satisfaction * Customer Service * Negotiation * Paying attention to detail. * Organised, proactive and efficient. * Have excellent keyboard skills. * In-depth knowledge of business communication. |
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| **Personal Details**   |  | | --- | | Nationality : INDIAN  Date of birth : 08th Dec 1992  Marital status : Single  **Declaration-**  *I declare that the information given above is true to the best of my knowledge.* | |  | |  | |  | |  | |  | |  | |
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