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**IMRAN**

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 ***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 ExecutiveLocation *:* IndiaDuration 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**

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| Nationality : INDIANDate of birth : 08th Dec 1992Marital status : Single **Declaration-***I declare that the information given above is true to the best of my knowledge.* |
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