Nabil 

**Email:** **nabil.390084@2freemail.com**

Career Objective: A versatile and accomplished industry professional with an experience of more than 6 years in working with financial sectors, gaining insightful exposure in the areas of sales and Business development, Recognized for highly refined skills in strategizing business Modules, rolling-out effective expansion plans, and developing new markets, looking to utilize them in a new and challenging work environment.

**AREAS OF EXPERTISE**

* Business Development, Sales, Marketing
* Portfolio Management, wealth Management.
* Equities, Mutual Fund, Insurance.
* Team Management, Employee Relations, Customer Service.
* MIS, Equity Research, Strategic financial planning.

**EMPLOYMENT DETAILS**

**From 2014 April till Now**

**Sales Manager at** Angel Broking Ltd - Location: Delhi, India
Company Industry: Equity, Mutual Funds, PMS, Insurance, General insurance Life insurance
Job Resposibilities: obtaining new business and cross sell business and managing sales team, in addition to product marketing and exposure.

**From October 2013 Till March 2014**

***Team Leader at Angel Broking Pvt .Ltd*** Location: Delhi, India
Company Industry: Stock broking, Equity, PMS, Mutual Funds and Insurance

**From November 2012 - October 2013**

**Sales Executive** at Angel Broking Pvt. Ltd Location: Delhi, India
Company Industry: Stock Broking Company, Equity ,Commodity, Currency

**Sales Process Management**
• Involved in the prioritization, scheduling, and execution of sales department tasks, with a view to achieve pre-defined targets.
• Implemented winning business development strategies to cover maximum target , and pitch the company’s services.
• Conducted product presentations and demonstrations for interested Client’s, understood and resolved their queries promptly.
• Developed and deployed small sales teams to initiate sales, monitored their performance, and provided feedback to improve productivity.

**SKILLS**

1. Sales Planning, Lead Generation, Client Visits, Product Presentation
2. Business Development, Lead Generation, Target Achievement
3. Customer Relations, Customer Satisfaction , Repeat Business
4. Sales Reviews, Performance Management, Improvement Drives
5. Department Leadership, Customer Service
6. Order Processing, Delivery Management, Quality Assurance
7. Team Management, People Development, Training Programs
8. Communications, Negotiations, Motivation
9. Languages known: English. Hindi, Urdu
10. **EDUCATION CREDENTIALS**

*Bachelor's degree, BBA* at Eiilm University, Location Sikkim, India
Completion Date : 2012

**Achievements:-**

* **Angel Broking** Qualify Foreign trip contest in Crosssel products
* **Angel Broking** Best Award received from Zonal Head for top 1rank in pan india
* **Angel Broking** Again Promoted in 18 months as a sales manager in same company
* **Angel Broking** Promoted in Just 11 month as a team leader
* **Angel Broking** Won Sprint, Race, Marathon, awards Individual as a Sales Executive.

**COMPUTER SKILLS**

* Very Good knowledge with MS Office applications.
* Microsoft Windows XP, Vista / MS Word, Excel, PowerPoint / Emailing

**Personal Details**

* Nationality-India
* Marital Status- Single
* DOB- 15th Jan 1993