**ALI**

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| **Career Chronology: AUTOMOBILE INDUSTRY – INDIA**

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| --- | --- | --- |
|  | **Designation** | **Duration** |
|  | Sales Manager Sales Consultant            Sales Consultant [Dept: Sales)  | April 2018 to Oct 2019Aug 2014 to Feb 2018Nov 2012 to Feb 2014 |
|  | Sales Consultant [Dept: Sales) | Aug 2011 to Sep 2012 |

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 **Career Chronology: BANKING INDUSTRY - UAE**

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| --- | --- | --- |
|  | **Designation** | **Duration** |
|  | Relationship Officer [Dept: Sales (Used and New Car Finance)] | May 2009 July2010 |
|  | Relationship Officer [Dept: Sales (New Car Finance)] | Jan 2008 April 2009 |
|  | Relationship Officer [Dept: Sales (Used and New Car Finance] | Mar 2005Dec 2007 |
|  | Sales Executive [Dept: Sales (Used and New Car Finance)] | Mar 2003Feb 2005 |

**Over all Accountabilities: AUTOMOBILE INDUSTRY**

* Expand the business by approaching the dealership, advising them on business related matters and determining their needs.
* Provide exceptional service to clients throughout the sales cycle, perform need analysis, consult on the account & insurance issues, and maximize new business opportunities.
* To organize test drive and product demonstration to the client at their door steps.
* Acquiring all the information about the competitive NEW LAUNCH in the market and proposing the same in the meeting.
* Group event of the product, sourcing new clients, Regular fallow up strengthening existing relationship.

**Over all Accountabilities: BANKING INDUSTRY**

* Expand the bank’s business by approaching the dealership, advising them on business related matters and determining their needs.
* Provide exceptional service to clients throughout the sales cycle, perform need analysis, consult on the account & insurance issues, and maximize new business opportunities.
* Liase between clients and across organization and exploring the detail of product for the marketing initiatives.
* Acquiring all the information about the competitive policy of the banks in the market and proposing the same in the meeting.
* Marketing the bank product, sourcing new clients, strengthening existing relationship.
* Preparing the document for registration, car delivery and insurance of the vehicle as per Islamic law.
* Effectively completed the entire documentation part at the time of disbursal and proposal process.
* Inspection of the vehicle is done before the delivery of the vehicle
* Instrumental in the valuation of the used vehicle before providing the approval.

**EDUCATION**

* **Bachelor of Arts (Economic)**, Mumbai University, India - 2002
* **Diploma in Computer Application** (Dos, MS-word, Excel, Power point), Compusoft Computer Institute – Mumbai, India – 2000
* **Achievement : Honda Achiever Club 2016 -17**

**References Available On Request**