**Ashish**

**D.O.B.-01/01/1991,Marital Status-Married**

**Mail ID-** **ashish-397412@gulfjobseeker.com**

**Nationality-Indian**

**Visa Type-Visit Visa Till, May-30-2020**

**Notice Period-Immediately Available**

**Professional Profile**

An enthusiastic, self-disciplined, energetic, dynamic sales professional having five years of work experience

 in consultative sales industry in Mumbai India. Excellent track record of effective sales presentation, prompt

 And courteous customer care, persuasive selling skills.Seeking an opportunity to play a challenging role in the

Sparkling environment of your company. With the total commitment of excellence.

**Academic Qualifications**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Degree/Certificates** | **Institute / School** | **Board/University** | **Year** | **Results** |
| Master Of Business Administration (M.B.A)-Marketing | Himalayan Garhwal University  | Uttrakhand Univesity,India | 2019 | 70.50% |
| Bachelor Of Commerce (B.Com.) | Delhi University, | Delhi University, India | 2015 | 55.00% |
| Company Secretary Foundation | Institute Of Company Secretary Of India, Delhi | Autonomous Body, Delhi ,India | 2012 | 51.00% |
| Higher Secondary Education | S.D.M.Boarding School, | Central Board Of Secondary Education-Delhi, India | 2009 |  53.40% |
| Senior Secondary Education | D.A.V.School | State Board, India | 2006 |  54.17% |

**Professional Work Experience**

**Designation-Sales Associate- Retail (Duration-October,2018 To Till March, 2020-1 Year 5 Months)**

* Responsible for the achieving monthly sales targets given by the sales managers for the business.
* Professionally and clearly explain and demonstrate our product, service, features and benefits relating to the customer’s need as well as, being able to troubleshoot customer service questions to help resolve all customer problems and concerns.
* Responsible for the product delivery coordination with the logistic team and ensure that product reaches the customers on a specified time.
* Using knowledge of the market and competitors, identify and develop the company’s unique selling propositions and differentiators.
* Identify potential customers. Use a variety of styles to persuade or negotiate appropriately.
* Submit daily progress reports and ensure detail is accurate. Ensure strict adherence to know your customer norms in all applications sourced.
* Handle the existing clients and convince them to purchase new product. After that give them to proper service and maintain a good relationship with those customers.

**TATA AIA Life Insurance co ltd, Mumbai India**

**Designation-Retail Sales Associate (Duration September,2016 To August,2018- 2,Years)**

* Prospect for potential new clients and turn this into increased business. Meet potential clients by growing, maintaining and leveraging my network.
* Adhere to the customer touch-point engagement in order to service his portfolio of customers**.** Ensuring timely issuance of policies by resolving pending.
* Handle objections by clarifying, emphasizing and working through differences to a positive conclusion.
* Using knowledge of the market and competitors, identify and develop the company’s unique selling propositions and differentiators.
* Submit weekly progress reports and ensure detail is accurate. Ensure that data is accurately entered and managed within the company’s software Customer Relationship Manager
* Search new customers from the market and convince them to purchase a new insurance policy like, term plan, child plan, retirement plan, annuity plan and so many other insurance policies.
* Ensure strict adherence to know your customer norms in all applications sourced.

**HDFC Life Insurance co ltd, Mumbai India**

**Designation-Sales Executive,(Duration-September,2015 To August,2016 -1,Year)**

* Present new products and services and enhance existing relationships. Cold call as appropriate within your market or geographic area to ensure a robust pipeline of opportunities.
* Identify potential clients and the decision makers within the client family. Use a variety of styles to persuade or negotiate appropriately.
* Handle objections by clarifying, emphasizing and working through differences to a positive conclusion.
* Explain to the customer the various benefits of the products being distributed.
* Ensure strict adherence to know your customer norms in all applications sourced.
* Verify the authenticity of the documents and identify formalities.
* Identification of customer need and challenges.

**HDFC Bank co ltd,Mumbai India**

 **Designation-Sales Representative, Duration-August,2014 To July,2015 -1,Year)**

* Ensure strict adherence to know your customer (KYC) norms in all applications sourced.
* Submit weekly progress reports and ensure detail is accurate
* Ensure the data is accurately entered and managed within the company’s CRM.
* Help the customer to complete documentation and application formalities.
* Verify the authenticity of the documents and identify formalities.
* Help to the customers to open a new bank account, fixed deposit and locker accounts.
* Greetings to the customer on welcome desk.
* Identify potential clients and the decision makers within the client family. Use a variety of styles to persuade or negotiate appropriately.

**Key Skills**

* **Communication:** Deals with internal and external customers at all levels via telephone and email to ensure successful communication through active listening and thoughtful questions.
* **Problem Solving:** Resolves in-depth queries in a methodical manner, independently and with internal and external business partners, to find appropriate resolutions and efficiencies.
* **Team Player:** Enjoy sharing knowledge and encouraging the development of others.
* **Planning and Organizing:** Refined planning and organizational skills that balance work, team support, and ad-hoc responsibilities in a timely and professional manner.
* **Systems Knowledge:** Experiance in preparing and analyzing reporting data for management accurately and to timescales.