**Imran**



**Date of Birth:** 14 February 1981 **Age**: 31 years

**Address:** Abu Dhabi

**Contact:** C/o 0505891826

**Email:**  Imran.31136@2freemail.com

Multi-lingual Manager with 10 years of experience in Banking sector, Communication Equipment Sales, financial product sales, management of hospitals business , marketing, contract negotiations with Gulf countries, leading integrated channel sales between Middle East and Pakistan for medical fitness. A strategic leader with decision-making skills & well versed in human resource management and team building. Strong focus on teambuilding, highly self-motivational stance with affirmative frame of mind, good interpersonal & communication skills with participative decision-making style resulting in high achievements and exceeding the company expectations.

**Career Summary:**

**Education: MBA (Management), BCS, B.A**

**Work Experience: Duration Organization & Designation**

 **March 2011 to Date Innovation Marketing Services working as Relationship**

 **Officer**

**November 09 to July 2010 I-Shine Mobiles (London) worked as Sales Manager**

**June 2003 to Oct 2009 Iqraa Medical Complex (Gulf Embassies) worked as Customer service Manager**

**July 2001 to June 2003 Pulse International (Lahore) worked as Asst. Sales Manager**

**Achievements**

* Achieved monthly sales target at **Innovation Marketing Services.**
* Became 1st millionaire in the history of **Innovation** **Marketing Services** in 3rd month of joining.
* Done Highest sales record in Dubai & Abudhabi, Al-Ain market.
* Got increment letter within 6 months at **DUNIA FINANCE** on behalf of excellent performance
* Won bonus in first quarter at **I-Shine Mobiles** at achieving sales targets.
* Achieved highest monthly sales of 20.34 million rupees in January-2009 for three channels at **Iqraa Hospitals Group**
* Won top executive award four times on achieving sales targets and highest sales among regions at **Iqraa Hospitals Group.**
* Got two promotions in one year at **Iqraa Group** in 2008.

**Work Experience – IV MARCH 2011 to Date**

 **to Date.**

 **Organization: Innovation Marketing Services**

 **Designation: Relationship Officer**

**Job Description**:

* Dealing with different Banks (**DUNIA FINANCE, CITI BANK, EMIRATES ISLAMIC BANK, DUBAI BANK, MASHREQ BANK)** for direct sales under one roof.
* Cross sell of PDC’S and STL loan, Credit Cards, across UAE.
* Responsible for direct Sales of Credit cards and cross selling of Personal Loans to Salaried segment across UAE.
* Responsible for Acquiring large corporate Payroll accounts and hence forth selling Credit Cards and cross sell for Emirates Islamic bank, Dubai Bank’s Products to them.
* Mobilization of deposits.
* Achieved individual deposit targets.
* Responsible for strategic monthly planning to achieve set goals.
* Floor management.
* Resolve customer complain and queries and provide them solutions.
* Customer service.
* Managing & Building Business Relationship with prevailing and new customers, including high net worth priority clients, Interaction with companies and colleagues.
* Meeting, Visiting and Documentation of individual and corporate customers.
* Proper assessment of clients and their financial requirements.
* Offer customized product to potential customers according to their needs..
* Handle all the queries related to the cases from start to disbursement.
* Generate field verification for the office and residence of the applicants.
* Collect and verify the PDC’S and verify the customer credit history with the other banks.
* Keep the record of all the aspects related to the application.
* Bringing new clients and deposits of labour securities.
* Mobilization of deposits.
* Achieved individual deposit targets.
* Floor management.
* Resolve customer complain and queries and provide them solutions.
* Customer service.
* Managing & Building Business Relationship with prevailing and new customers, including high net worth priority clients, Interaction with companies and colleagues.
* Meeting, Visiting and Documentation of individual and corporate customers for car financing cases, auto loan, car cash In, Labor guarantees, Wages Protection Salaries and along with customer's vehicle delivery.
* Proper assessment of clients and their financial requirements.
* Offer customized product to potential customers according to their needs.
* Increase in customer base for Labor Guarantees, Salary Transfer, Commercial financing, fixed deposit and Auto financing.
* Handle all the queries related to the cases from start to disbursement.
* Generate field verification for the office and residence of the applicants.
* Collect and verify the PDC’S and verify the customer credit history with the other banks.
* Keep the record of all the aspects related to the application.

**Work Experience - III Nov 2009 to July 2010**

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**Organization: I Shine Mobiles (London)**

**Designation: Sales Manager**

**Job Description:**

* Responsible for all sales activities of Mobile Equipment in London. Managing all existing European accounts and positioning the company as a strong and reliable partner in the mobile business.
* Maintaining/expanding relationships with all major suppliers in the business i.e. BLACK BERRY, I-PHONE, G-4. Continuous focused on Market Research in order to find new prospects and product applications.
* Independently administered the routine office management, captured the market, Lead the company directive promotional policies to enhance business viability.
* Responsible for participating and expose on all major exhibitions.
* Responsible to meet daily, monthly, quarterly and annual targets.
* Development and mentoring of sales team.
* Design short term and long term sales strategy and plans.
* New Projects planning and implementations.

**Work Experience - II June 2003 to Oct 2009**

**Organization: Iqraa Hospitals Group**

**Designation: Customer service Manager**

**Job Description**:

* Liaison with various branches, laboratories and Gulf Countries Embassies for processing of medical reports.
* Independently administer the routine office management.
* Supervise all departments for timely and comprehensive work output.
* Lead the company directive promotional policies to enhance business viability.
* Ensure customer satisfaction and implement business development strategies.
* Support & Train associates for work ethics and business dynasty
* Managing all the activities to achieve and exceed assigned goals; and interpreting and communicating company objectives in order to maximize productivity.
* Providing performance feedback regularly to subordinates.
* Establish schedule for weekly/biweekly staff meetings
* Future forecasting & pipeline management.
* Dealing, meeting with ambassadors of Gulf Embassies.
* Effective prospect management leading to accurate forecasting
* Responsible for information on competitive activities
* Forming relationships at all levels with key decision makers

**Work Experience - I July 2001 to June 2003**

**Organization: Pulse International (Lahore)**

**Designation: Asst. Sales Manager**

**Job Description:**

* Maintenance of contact with clients & retail outlets
* Monitoring of credit facilities, product pricing, and new key accounts, set sales targets for sales representatives, assign, distribute and plan the work of subordinates.
* Make use of the valuable information contained in the customer database in both traditional, and new creative markets
* Maintain an adequate inventory of Supplies.
* Respond to public inquiries.
* Provide word-processing and secretarial support.

**Computer Skills and Other Abilities**

**Sr # Skills & Abilities Proficiency Level Last Used/Practiced**

1 MS Office Excellent Currently Using

2 Team Player & Assume Responsibility Excellent Currently Using

3 Seeks new challenges Excellent Currently Using

4 MS SQL Server Average Currently Using

5 Networking Average Currently Using

**Personal Information**

**Nationality:** Pakistani

**Visa Status:** Employment

**Marital Status:** Married

**U.A.E Driving License:** Available

**Languages:** English, Urdu, Punjabi, Arabic

**References available on Request**