**John**

Daira, Dubai   
Email id: [john.334447@2freemail.com](mailto:john.334447@2freemail.com)

**PERSONAL SUMMARY**

Innovative, dynamic and highly energetic person with a proven ability to identify and capitalize on business opportunities. Previously achieved rapid progression in major projects from the planning stage through to implementation and completion.  A driven individual, comfortable in handling key accounts whilst exceeding service expectations. Possessing an outstanding track record of understanding, defining and shaping a customers' needs. Pro-active and having a proven ability to improve processes and people by promoting best practice procedures.  
  
**CAREER HISTORY**

**INDUSIND BANK**: (October 2014 - April 2016)

18 months work experience in INDUSIND BANK Gurgaon-Delhi India, As an Acquisition Manager handling department Credit card and Personal loan.

**Duties:**

* Responsible for marketing activity for generating revenue.
* Acquire new clients and maintain healthy relations with the existing clients.
* Generating leads through telephonic communication and cold calling.
* Meeting with HR’s of the companies and arranging corporate Activities for the organization for the sale of credit cards and personal loan.
* Lead Generation through various activities like helpdesk and presentations
* Acquiring new HNI clients for INDUSIND services.
* Mentoring and training to new recruits.
* Maintaining high service standards thereby reducing sales complaint.
* Processing and analyzing raw data into reports for senior managers
* Providing input to support the development of business road map and annual budgets.
* Providing clear, timely and effective management information to senior managers.

**HDFC BANK LIMITED:** (October ‘13 – September’14)

1 year work experience in HBL Global Pvt Ltd., an Associate of HDFC Bank Limited as a Sales Executive in Loan Department Unit - Loan against Property.

**Duties:**

* Identify and evaluating Business Opportunities.
* Receiving the clients in the office and preparing for the meetings
* Working within a team to manage the budget and achieve targets and incentives.
* Analyzing data, numbers and information.
* Making a high volume of daily calls to generate new leads.

**INTERNSHIPS & PROJECTS**

* Honda Motorcycle & Scooter India Pvt. Ltd. Manesar, Gurgaon (8 Weeks) on project “Effective Transport Operation in Honda Motorcycle & Scooter India”.

**PERSONAL ATTRIBUTES**

* Having the required confidence, drive and enthusiasm.
* Entrepreneurial by nature.
* Comfortable with working on a new set of challenges and a completely different industries and sectors.
* Excellent analytical, problem solving and communication skills.
* Can work independently.
* Having a positive ‘can do’ attitude.
* Very organized or methodical.
* Good at communicating with clients from various walks of life and professions.

**KEY COMPETENCIES AND SKILLS**

* Manage the estimation function, to ensure accurate and efficient preparation of offers to customers.
* Invoicing and Follow-up for payment.
* Update client’s database on regular basis.
* Develop new business potential by Identifying, developing and per-qualifying new customers.
* Involve in all aspects of the Sale, Sales planning, forecasting the sale etc.
* Decision making
* Problem resolution
* Financial Management

**ACADEMIC QUALIFICATIONS**  
  
U.P Tec. University          2011 - 2013  
**MBA** (Finance & Marketing.)        
  
Lucknow University    2008 - 2011  
**B.Com**

**PERSONAL PROFILE**

* Date of Birth: 5, July, 1991
* Language Known: English, Hindi, Urdu.
* Nationality: Indian
* Visa Status: Visit Visa
* Marital Status: Single
* Reference in UAE: Available on Request

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