CURRICULAM VITAE

**A. PERSONAL PROFILE**

**Nationality** Indian

**Caste** General

**Sex** Male

**Marital Status** Unmarried

 **Current Address** Dubai

**John.344076@2freemail.com**

# **B. OBJECTIVE**

### To contribute for the success and growth of the organization by undertaking challenging assignments and delivering timely result by applying my knowledge and skills. To pursue a career that serves as a learning curve and gives me an opportunity to add to the value chain of the organization with my analytical & Technical subjective and interpersonal skills.

**C.EDUCATIONAL & TECHNICAL QUALIFICATIONS (In Reverse Chronological Order)**

**1. MBA(Marketing**) with 60% from Abdul Kalaam Technical University Lucknow U.P India in 2013;

**2.** **Bachelor in Commerce** 55% from Lucknow University, Lucknow in 2010;

3.**Intermediate** with 70% (First Division) from U.P. Board, INDIA, 2007;

4**.High School** with 65% (First Division) from U.P. Board, INDIA, 2005;

**D. CAREER PROFILE (In Reverse Chronological Order)**

##### 1.Currently working as SALES EXECUTIVE in Dubai.

#####  2.Total Experience: 2 years in Banking as an Acquisition Manager handling department (Insurance, Credit card and Personal Loan), Gurgaon Since October,2014.

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***PREVIUOS ORGANIZATION: INDUSIND BANK,GURGAON.***

***3.*** 6 month in **HBL Global Pvt Ltd**., an Associate of HDFC Bank Limited as a **Sales Executive** in Loan Department Unit - Loan Against Property.

**E.JOB RESPONSIBILITIES**

* 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
* Mentoring and training to new recruits.
* Maintaining high service standards thereby reducing sales complaint.
* Processing and analyzing raw data into reports for senior managers

**F. SKILLS:**

* Proficient in latest Microsoft Office
* Work in Xilinx-ISE 8.1i Software
* Work in SPSS software for Research analysis
* Team oriented and self-motivated
* Good spoken / written / presentation skills
* Good interpersonal & competent analytical skills

## **G. COMPUTER KNOWLEDGE:**

## MS Word, MS Excel, Windows 7, 8, 10, XP.

**H.INTERNSHIPS & PROJECTS**

* **Honda Motorcycle & Scooter India Pvt. Ltd. Manesar, Gurgaon** (8 Weeks) on project “Effective *Transport Operation in Honda Motorcycle & Scooter India”.*
* **Project on Marketing Research** on Online service providing Restaurant

**Learning-** Came to know what a customer want while prevailing services of a restaurant.

1. **COMPETENCIES**
* Maturit**y**
* Work effectively with diverse groups of people.
* Ambitious.
* Committed to deadlines and schedules.
* Fast learner. Adapt well to changes and pressures in workplace.
* Good presentation skills.

**K. DECLARATION**

I, hereby, declare that all the statements made by me in this application are true, complete and correct to the best of my knowledge and belief.

**Place : Dubai**

**Date : 21/6/2017**