

**ZULFIQAR**

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**RELATIONSHIP MANAGER**

**Entrepreneurial State Farm agent:** with a history of surpassing customer and employer expectations. Leverage consultative-sales strengths to identify opportunities, nurture relationships and close deals.

**Dedicated and tenacious sales expert:** with a reputation for consummate professionalism and exemplary ethics. Remain current on the latest trends in the industry, with comprehensive knowledge of financial and insurance products, services and best practices.

**Passionate leader,**skilled at building top-performing teams focused on impeccable service delivery and accountability for goal achievement.

PROFESSIONAL ACCOMPLISHMENTS

JUBILEE LIFE ASSURANCE(BANK ALFALAH LTD)

EXECUTIVE SALESJan 16 2107 to date

Received Skill Builder Certificate 2017

Achieved Active ParticipantCertificate 2017

Achieved Certificate of Excellence 2017

Takaful Certification on Waqf fund and Wakala fund

ADAMJEE LIFE ASSURANCE CO LTD ( Bancassurance)

Relationship Officer ( Faysal bank) Sep 08, 2015 to Aug 29 2016

1. Certificate of Takaful concepts and product 2016

2. Achieved 1st position for Hungary Convention

EFU LIFE ASSURANCE CO. LTD 18 Nov 2013 to07 September 2015

Executive Coordinator Bancassurance Marketing ( SCB Bank assignment)

Responsible for coordination in branch banking with respect to develop banc assurance business, training staff, motivating them, sales generation through direct sales and referrals from staff.

**BANK ALFALAH LTD**01/02/2012 to 08/11/2013

**AREA COORDINATOR BANCASSURANCE**

**Responsibilities**
Develop and implement sales plan and manage all phases of the sales cycle-from prospecting to close and follow-up support. Represent a full line of insurance and financial products, serving as a trusted advisor to businesses and individuals, train and supervise sales support staff, and create a fun and productive work environment

Achievements:

* Achieved 6.2 million sales target during 3 months sale campaign from May 2012 to July 2012
* Won a Germany trip and shield by achieving 2nd position in Bank Aflalah sale campaign.
* Won Singapore trip by achieving 6th position in campaigns

**JUBILEE LIFE INSURANCE CO. LTD October 15-2008 to January 31-2012**

**Sales Representative (BSO HBL)**

Responsible for medium and long term saving and investment plans to HBL customers.

Achievements:

Excelled within service-oriented industry. Cultivated positive relationships with customers and expanded business through word-of-mouth referrals.

1. Certificate of Excellence from country head of Jubilee life March 2010
2. Certificate of Training from Jubilee life and HBL 2010
3. Certificate of Advance Selling Skills from Jubilee life 2010
4. Certificate of Accomplishment from CEO of Jubilee life 2009
5. Shield of Billion Club from CEO of Jubilee life 2009
6. Good exposure and do general banking in HBL

ABN AMRO BANKApril 2008 to May 2008

Personal Banking Consultant

Responsible for giving micro finance to panel companys employees.

LAKSON TOBACCO CO. LTDApril 2007 to March 2008

Brand Ambassador

Responsible for brand activation and promotional activities in the market, direct consumer contactwith respect to competitors brands, display of brands, market intelligence.

* **EDUCATION & TRAINING**

**UNIVERSITY OF SARGODHA 2005-2007**
**Master Of Business Administration ,** Major: Sales and Marketing , Minor: Finance
* **UNIVERSITY OF THE PUNJAB 2003-2005**
**Bachelor Of Commerce Major: Accounts, Minor; Auditing**
* **PUNJAB BOARD OF TECHNICAL EDUCATION 1999-2001**
* **Diploma Of Commerce Major: Shorthand, Minor Accounts**
* **BOARD OF INTERMEDIATE AND SECONDARY EDUCATION 1997-1999**
* **Matric Major Science : Minor Math**

#### **TechnicalSkills**

Social media

Word

Excel

PowerPoint

Access

FinancialAdvisor

ClientManager

Floor Manager

Team Leader

REFERENCES:furnishedonrequest