



## SYED RIYAZ

Manikonda, Hyderabad  
9848051541 | syedriyaznellore@gmail.com

### Experience

- **Senior Relationship Manager** 1 December 2022 - Present  
Insurancedekho (Cardekho Group of Company), Hyderabad
  - New Client Acquisition and Onboarding.
  - Conduct training for team on product, policy, process and market changes.
  - Guide sales team and introduce clients.
  - Motivate channel sales team Achieve sales targets.
  - Assist to resolve customer queries Develop new relationships with customers.
  - Be responsible for business by helping customers, generate revenue from agents.
  - Upsell of Exchange Possess cross functional experience in managing channel partners.
  - Accountable for Sales performance and productivity of team.
  - Develop and maintain the Transaction partnership network.
  - Increase revenue and key accounts through good service.
- **Senior Relationship Manager** July 2016 - Nov 10th, 2022  
Bharti AXA Life Insurance, Hyderabad
  - Welcoming customers and provide customer service.
  - Analyze customer future needs, pitch financial solutions.
  - As soon as possible try close the sales deal.
  - Building long-term relationships with key customers.
  - Managing customers financial portfolios with good service.
  - Through lead generation acquire new business.
  - Focus on upselling and cross-selling.
  - Keep touch with high networth customers, update new products.
  - Resolve customer complaints quickly and efficiently.
  - Ensure Quality service and customer satisfaction.
- **Marketing Manager** January 2011 - June 2016  
Hero Motocorp, Hyderabad
  - As per tour plan visiting big dealer showrooms.
  - Dealers wise weekly and monthly reviews on sales.
  - Contributing in the implementation of marketing strategies.
  - B2B Marketing & Sales Management
  - Acquiring new business from non hero showrooms.
  - Overseeing the sales operations.
  - Conducting promotional activities.
  - Organizing events and creating brand awareness.
  - Decently handling clients queries, complaints.
  - Maximum priority for dealers satisfaction Focusing on company growth

## Objective

To fulfill the duties assigned to me with utmost sincerity, to look for the betterment of the company and to contribute to it whole-heartedly. To work in a challenging environment where I could constantly learn and successfully deliver solutions to problems and overcome challenges, scale new heights and put my skills to the best use. I seek opportunities where I can fully use my experience for the success of the organization.

## Education

- **MBA** 2010  
Kanpur University, India.  
70%

## Skills

- B2B Marketing Management
- B2C Sales Management
- Business Development
- Client Relationship Management
- Leads Generation
- Customer Service

## Languages

- English
- Hindi
- Urdu
- Telugu
- Malayalam ( Basic )

## Personal Traits

- Good Communication
- Positive Attitude
- Self Motivated
- Dedicated Towards Work
- Results Oriented
- Decision Maker
- Team Player

## Personal Details

- Marital Status : Married
- Nationality : Indian

## Interests

- Traveling
- Leaning
- Net Surfing