**ALNOOR PARBATANI**

Sound experience of **nearly 5+** **years**, seeking an assignment as **Business Development Manager**

*‘Improving profitability by reducing cost and building operational efficiency’*

**Proficiency in** Business Development,team building & training and selling

**CAREER OBJECTIVE**

My aim is to be associated with a professional organization which gives scope to become a part of management team that dynamically works towards the growth of the organization and gives satisfaction thereof to sustain a long run through a challenging & responsible position.

**SYNOPSIS/SUMMARY OF QUALIFICATIONS**

**Bachelor of commerce** from JRN **University** (**India**),

Academic training is supported by **5+ years** of hands-on experience. **Proficiency in Business Development client acquisition**, and **Customer Relationship Management**. Mentioned below are some of my accomplishments:

* Professional "Business Development & Sales Manager" with wide intensive cross-functional experience in local/international operations. Posess multiple experiences, combining high public relations, communication, negotiation and leadership skills.
* Proven track history in improving operations by increasing profitability/productivity through Business seminars, Training work shops, Mentoring, Motivating and Building teams for maximum performance.
* Excellent leader with track record of success taking initiative to solve critical problems and to achieve strategic corporate goals.
* Broad, up-to-date knowledge of industry trends coupled with expertise in all facets of value-based, solution-focused customer management.
* Devised creative strategies and orchestrated the implementation of successful initiatives targeted towards enhancing customer satisfaction.

***PROFESSIONAL EXPERIENCE***

**SHOBHA CONSTRUCTIONS OCT 12 --- may 12**

*direct sales*

Job involves selling of flats situated at kompally.

Successfully completed selling of 14 flats with complete lead generation , marketing ,promotion to documentation and registration .

**NEMESIS CONSULTANT** [ SEP 2009 – SEP 2012 ]

# OPP LA FAMILIA HOSPITAL , BANJARA HILLS RD NO 12 , HYD

**Designation:** Business Development Manager

**Company Profile:** Intensive Business Strategies for client acquisition in domestic market for clients on different technology driven platforms.

**Responsibilities:**

* Mainly responsible for generating new business for the company by meeting people and companies for development and recruitments
* Generating large network of contacts and bring to the table. Phenomenal sourcing, networking, and referral generation skills capable of working over the phone, in person, at industry and networking groups, and via email and social media.
* Worked closely with sales and marketing teams in increasing the productivity
* Hosted various presentations, visited various companies and people for generating business
* Was responsible for doing deep market research to increase business and preparing various reports and business plans
* Conducted extensive market research prior to starting up projects and continued gathering information throughout the life of the project
* Was responsible in conducting various interview drives and job fairs.
* Undertook agreement formalities with clients on domestic placements

**LIFE SOLUTION** (Sep 05 to april 07 )

GACHIBOWLI , HYDERABAD

**Designation:** Customer Sales associate

**Clients:** Mortgage & Refinancing Companies US campaign, B2B telecom & broadband uk campaign &

B2C landline and mobile campaign for uk ptocess

**Responsibilities:**

* Started my career in Verve communication as a **Customer sales associate**
* Based on the highest revenue I generated and being best performer within the teams I was moved to a process - SEP (Service Escalation Programme) wherein I handled escalated calls in successfully closing the sale or by hot transferring to the bank loan officers in United States of America
* Was also In charge of Pre and Post Shift meetings to review the performance and to motivate the team members
* Engage in QA activities as needed
* I got promoted after 13 months and moved on to another level to work in the same company as a **Sr CSA**
* Job profile was verifying sales made by the agents on a three-way recorded IVR within the QA parameters
* Training/QA/Change Management

Ensure effective execution of all Global Training Initiatives and consistently review Assistance Requests and leads accuracy/completeness and provide appropriate feedback to corresponding Sales representatives

***Personal DetaiLS***

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| **Full Name** |  | Alnoor Parbatani |
| **Fathers name** |  | Anwar Ali Parbatani |
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|  |  |  |
| **Address for Correspondence** |  | # 1-8-188/190 bblock B201 silver jubilee housing society |
| **City** |  | secundrabad |
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| **Mobile Phone** |  | +91 8801676901 |
| **Email** |  | parbatanialnoor@gmail.com |
|  |  |  |
| **Date of Birth** |  | 16/11/1981 |
| **Nationality** |  | Indian |
| **Languages known** |  | English, Telugu & Hindi |
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Date

Place: