

Shaikh M D Rehan Jilan

Address: BTM Layout 1st Stage, Bangalore, Karnataka-560029

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Mobile No: **8197451760**

OBJECTIVE

Analytical and meticulous sales professional with comprehensive experience in relationship-building, partnership cultivation and profit channel growth. Self-motivated leader with natural talent for networking and territory development. Excels at leveraging customer data to deliver strong solutions.

PROFESSIONAL CAREER

WORK EXPERIENCE @ AXIS Bank Ltd as Corporate Sales Manager from May 2020 to Till Date

Roles, Responsibilities and Achievements	<ul style="list-style-type: none">➤ Coached employees in successful selling methods and encouraged cross-selling to drive revenue.➤ Monitored customer buying trends, market conditions and competitor actions to adjust strategies and achieve sales goals.➤ Organized promotional events and interacted with community to increase sales volume.➤ Developed strategic relationships with key suppliers and clients to foster profitable business initiatives.➤ Grew retail sales volume in assigned territory 120% through strategic budgeting and product promotion.➤ Handled customer relations issues, enabling quick resolution and client satisfaction.➤ Identified, hired and trained highly-qualified staff by teaching best practices, procedures and sales strategies.➤ Delivered engaging sales presentations to new clients, explaining technical information in simplified language to promote features and increase client base.➤ Worksite Activities on Loans, Insurance.➤ KSRTC NTB Acquisition.➤ 7 New corporates on boarding has been done successfully.
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WORK EXPERIENCE @ CITI Bank as Sr. Corporate Associate (B2B Sales) from August 2018 to March 2020

Roles, Responsibilities and Achievements	<ul style="list-style-type: none">➤ New corporate Acquisition, revivals, NTB➤ Delivering on Card Acquisition/PL targets through Direct Sales and Sell of other banking products such as Mortgage, Banking accounts and third-party products such as Insurance➤ Ability to recognize Business potential for acquiring new customers in the corporate space and formulate acquisition initiatives.➤ Developed innovative marketing campaigns to increase engagement with target demographic and drive brand exposure.➤ Organized promotional events and interacted with community to increase sales volume.➤ 5 New corporates on boarding had been done successfully.➤ Successfully opened 100 accounts in 3 days.
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WORK EXPERIENCE @ ICICI Securities as Sr. Manager Corporate (B2B Sales) from November 2017 to August 2018

Roles, Responsibilities and Achievements	<ul style="list-style-type: none">➤ Prepared merchandise for sales floor by pricing or tagging.➤ Grew sales and boosted profits, applying proactive management strategies and enhancing sales training.➤ Maintained records related to sales, returns and inventory availability.➤ Increased sales by offering advice on purchases and promoting additional products.➤ Educated associates on market trends and stayed up-to-date on forecasts.➤ PEHAL: Investment plans Systematic Equity Plans (SEP).➤ ICFL: Financial learning Program.➤ Customer base of 150 for investment in 6 months.
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WORK EXPERIENCE @ Bharti Airtel as a Executive from August 2016 to October 2017

Roles, Responsibilities and Achievements	<ul style="list-style-type: none">➤ Customer query handling and providing proper services➤ Planning sales target to individuals➤ Preparing day to day sourcing (data)➤ B2B Sales Corporate connections➤ Project: "A Study on Airtel Payments bank at Rural market and urban market➤ Opened 500 account in month with zero percent of escalation.➤ Directed staff and managed annual capital budget.➤ Researched, proposed and implemented vendor agreements to decrease costs and improve services.➤ Evaluated expenses and set appropriate budget levels.➤ Interacted well with customers to build connections and nurture relationships.➤ Opened 500 account in month with zero percent of escalation.➤ "A Study on Airtel Payments bank at Rural market and urban market
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EDUCATION

Examination	Board/University	Year of Passing
Masters of Business Administration (M.B.A)	Visvesvaraya Technological University, Karnataka.	2016
Bachelor of Business Management (B.B.M)	Vijayanagara Shri krishana devaraya university, Karnataka.	2013
PUC	Department of Pre-University Education, Karnataka	2010
SSLC	Karnataka Secondary Education Examination Board, Karnataka	2008

SKILLS

- Staff Management
- Business development and planning
- Sales presentations
- Relationship building
- Marketing strategy
- Sales Reporting
- Sales processes
- B 2 B sales
- Analytical problem solver
- New Business Development

CERTIFICATIONS

- Certified “Own Retail Training Programme” from Centum Learning.
- Certified (IRDAI) Insurance Regulatory and Development Authority of India for Corporate Agents.
- KYC, AML

PROJECT

- MBA Project: A Study on Customer Expectations VS Customer Perception by Service Quality Model At Nirmal Bang Financial Services Pvt Ltd.
- BBM final year project: “Brand image at Tata motors (Bhagyodaya motors) pvt ltd”
- Mini projects: Customer satisfaction at Hyundai (hottur) pvt ltd”

PERSONAL PROFILE

Name	:SHAIKH MD REHAN JILAN
Gender	: Male
Marital Status	: Married
Date of Birth	: 06/09/1992
Languages	: English, Hindi, Kannada, Telugu

DECLARATION

I hereby declare that all the above-mentioned details are true to the best of my Knowledge. I am also Confident of my ability to work in a team.

SHAIKH M D REHAN JILAN

Date:

Place: