

Resume

SD.WAJEED PASHA
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Career Objective

Intend to build a career with leading corporate environment and committed & dedicated people, which will help me to explore myself fully and realize my potential. Willing to work as a key player in challenging & creative environment and motivate them.

Professional Experience

Currently working in **AVIVA LIFE INSURANCE** as a Sr.Retention Executive for AP from Feb 2014 to till date.

Worked in **Reliance Capital** as a **S.R.O** (surrender Retentions officer) From May 2013 to jan 2014.

Worked in **Reliance Communication** as and **Acting T.L.** In DST wireless Dept from Feb 2012 to Feb 2013.

Worked in **Reliance Communication** as a **Sr.BDE** In wireless Dept from Jun 2009 to Jan 2012.

Worked in **SRI RAM CHIT FUNDS** as **Finance loans marketing Executive** from September 2006 to August 2007.

Worked as a **Sales Manager** in **SUGUNA MOTORS** form march2006 to August 2006.

Current job profile.

- Handling the AP branches coordinating with banks for retention target achievements.
- Discussing with customer about the products and making them to convince to continue the plan.
- Managing the customer Fund.
- Fund switching & fund swapping.
- Meeting HNI clients for retentions.
- Generating new business with old customers.
- Processing the Surrenders
- NEFT transfer process.
- Handling all of AP branches Retentions.

ACADEMIC CREDENTIALS

- M.B.A Masters in Business Administration Olive College of management 2009
- Bachelor of Business Management (BBM) Kavitha Memorial Degree College,
khammam 2006.

DISTINCTIVE ACCOMPLISHMENTS

- Played university level SHUTTEL badminton organized by the K.U in my degree level
- Participated DISTRICT level SHUTTEL badminton summer coaching camp at
khammam.
- Participated case study organized by AURORA PG COLLEGE on 15 march 2008.

PERSONAL DETAILS

Date of Birth : 21 June 1986
Marital status : single.
Address : S/O PASHA MIYA, HNO: 8-8-259, SIVALAYAM STREET
Khammam,

Declaration

I do here by declare that the above information's are true to the best of my knowledge and belief.

Place: Hyderabad

Sd.Wajeed Pasha