

SHABNAM ALI HUSAIN

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Objective:-

Seeking a challenging career where I will utilize my inherent capabilities. Enhance my skills & Strengths in conjunction with the organizations goal & objectives and thus to prove myself as a worthy asset to the organization with innovativeness by taking risk in new venture.

Education:-

Graduation from [Mumbai University] in 2008

Experience:-

Kotak Mahindra Bank , Mumbai

Aug 2013 to till Date

Deputy Manager – Premier acquisition Manager

Job profile: -

Key responsibilities are:-

- * Responsible for the CASA targets assign by the branch on Monthly basis.
- * Responsible for closing with assign targets & cross sell of banking services.
- * Maintaining strong relationship building with Clients and generate fresh business.
- * Achieving month to month business targets Focusing on HNI clients for big ticket.

Achievements:

Holding Pan India No 1 position in Jan 2014, Feb 2014, Mar2014 in DARE Contest and RACE Contest for Insurance

Holding PAN India no 1 Position in Mar2014 for Trinity Account.

HDFC Bank Limited, Mumbai

Aug 2011- Aug 2013

Promoted Team Leader

The HDFC group is the India's financial services group with a network of branches in India and presence in 10 countries. HDFC Bank offers a wide range of banking products and financial services to corporate and retail customers.

Responsibilities:

HDFC Bank off Roll team Handling.

Involved in cross selling the CASA & analyzing investment plan (Mutual Fund, Insurance) to the existing customers of the bank & personal references.

Coordinated and assisted the internal team to develop the business generation and extended the customer base

Responsible for providing advice and updates to the customers on the current market scenarios and future market trends

Developed and executed various sales promotional schemes to create product awareness and enhance the corporate image

HDFC Bank Limited, Mumbai

Nov 09 – July 2011

Sr. Sales Officer

Responsibilities:

Opening in CASA Account & analyzing investment plan to the existing customers of the bank & personal references.

Developed and executed various sales promotional schemes to create product awareness and enhance the corporate image

ICICI Prudential Life Insurance Co Ltd

jan-2009 – Oct 2009

Telesales

The ICICI group is the Asia's financial services group with a network of about 2500 branches in India and presence in 25 countries. ICICI Pru offers a wide range of Insurance, banking products and financial services to corporate and retail customers.

Responsibilities:

Selling & generating lead by Telesales.
One to One closing All investment plan

Professional Courses:-

Computer Knowledge in MS Office, Excel etc.

Skill Sets:

People management skills, phone & Communication Skills, Marketing & Selling Skills; Decision making, Positive Thinking, Planning & Management.

Personal Profile:

- Date of Birth : 27 Sept, 1987
- Father's name : Ali Husain
- Gender : Female
- Marital Status : Unmarried
- Languages Known : English, Hindi & Urdu Marathi
- Hobby : Reading & listening song.
- Nationality : Indian
- Salary Expected : Consulate with experience

My Strength:

Positive Attitude, Sincerity, Utmost Self Confidence, Hard working, very ambitious & good communications skills

Declaration:

I hereby declare that the information furnished above is true to the best of my knowledge.

Date:

Place: Mumbai.

(SHABNAM ALI HUSAIN)