**MD ABDUL ALIM** 

Ganga PG, Door no.15, 1st Main Cross Ashwani Layout, Ejipura,Koramangala,Bengalore-560047 .

**Phone:** +918133019712 .**Email:** [alimnerim@gmail.com](mailto:alimnerim@gmail.com)



**SALES & BUSINESS DEVELOPMENT PROFESSIONAL**

**Seeking managerial level assignments.**



**PROFILE**

* Dynamic and diligent professional with successful career span of over 3.5 years predominantly in steering Business Development, Sales & Marketing, Market Expansion and Customer Support Operations across **Insurance & Financial Services Sector with SBI Life Insurance Co Ltd, Bancassurance.**
* Excellent academic credentials: **MBA - Finance & Marketing Management** fromNorth Eastern Regional Institute of Management, Guwahati.
* Recognized as a proactive individual with ability to identify business problems, formulate tactical plans, initiate change and **implement effective business strategies** in challenging environments **to enhance revenue generation, market share expansion & profitability**
* Experienced in creating and maintaining long term profitable business relationships through visionary leadership, extensively assessing client needs, and strategically **positioning product in line with customer and market needs/ projection**
* Deft in mapping business dynamics and realigning strategic and operational drivers to **combat competitive forces** & stay firmly afloat with **impeccable track record of delivering superior performances** under demanding work environments

**Highlights**

* Received Excellence in SBI Life Business Award thrice including MD Trophy under MDRT Campaign
* Produced7, 7 and 5 Nos. of MDRTs in the calendar year 2013,2012 and 2011 respectively from my Team
* Distinction of having won several campaigns and competitions including a foreign trip to Dubai

**KEY COMPETENCIES**

Sales Planning/ Execution, Relationship Management, Team Management, Key Accounts Management,Vendor Management Business Development, Brand Managemen.t



**PROFESSIONAL EXPERIENCE**

**1. SBI LIFE INSURANCE CO LTD**  **since May 2011**

Business Development Manager

* Managing the relationship as well as business across 33 branches of SBI at regional and branch level
* Instrumental in hiring, training and performance management of Certified Insurance Facilitators (CIFs) while looking after sales & business development operations for life insurance products
* Accountable for completely managing the day to day operations and administrative functions
* Maintaining KRA (Key Responsibilities Area) report of team members on daily & monthly basis
* Ensuring timely service delivery as well as collections from the clients within the stipulated period while managing the distribution system of the company and maintaining smooth operations
* Maintaining timely MIS & database reflecting the trends & developments regarding sales and business development etc. for budgetary & strategic review targeting enhanced revenue generation
* Conducting lead generation and sales promotion activities across the branches
* Determined process gaps & conducted training programs to enhance operational efficiency of the entire team; Undertook Gap Analysis/Audits for the daily performance and field visits
* Educating branch employees about special offers to offer maximum benefit to clients
* Resolving customer queries/ disputes, maintaining excellent client relationships, developing a personal business portfolio of high value clients

**HOLY CHILDREN HIGH SCHOOL** **4 Years**

Assistant Teacher



**EDUCATIONAL CREDENTIALS**

**MBA - Finance & Marketing Management**

North Eastern Regional Institute of Management, Guwahati **69.47%**

**Bachelor of Education** 2006

Patherkandi College of Education, Assam **62.62%**

**Bachelor of Science** 2004

GC College, Assam **56.2%**

**Intermediate** 2001

Jawahar Navodaya Vidyalaya **62.2%**

**High School** 1999

Jawahar Navodaya Vidyalaya **61.2%**

**IT Skills**

MS Office and Internet Applications

**Projects**

* Prospect of Mobile-Value Added Services at Tatatele Services Ltd, Guwahati
* Impact on Micro Finance by Assam Gramin Vikash Bank on Self-Help Groups (Internship)
* Analysis of tenth standard Mathematics text book



**Date of Birth**: 05th April 1983

**Language Proficiency**: Assamese, Bengali, English and Hindi

**Passport No**: J5884745

**Nationality**: Indian

**Permanent Address:** Satghari, Kanaibazar, Patherkandi, Karimganj, Assam, India- 788724

**References**: Available on Request