**CURRICULUM VITAE**

**QUAZI AHMAD ZAID**

**Address:** A-6 Pragati vihaar kalyanpur Lucknow.

Pin-226022

**Mobile:** 09795080150 ,08400166700

**E-Mail:** quazizaid@gmail.com

**Date of Birth:** 07-feb-1988

**Father’s name:** Mr. Salahuddin

**CAREER OBJECTIVE**

**To Leverage my present skills and past experience in acquiring a position in an organization where my aptitude can be applied at a higher Level of responsibility.**

**SYNOPSIS**

MBA in Marketing & International business. Comfortable in Team work. Well adept with Marketing Management/Sales and different aspects of Banking & Consumer Behavior.

**WORK EXPERIENCE**

* **Working as Associate Sales Manager in INDUSIND BANK LTD,( Aliganj Lucknow Branch )From 6th April to till date**.

**Role and responsibilities:**

* **Acquisition of savings accounts and current accounts.**
* **Responsible for sale of all kind of Retail Liabilities & Retail Asset products.**
* **Achieve sales targets and providing Customer service.**
* **Responsible for Cross Sell & enhancing relationship with existing customers**
* **Part of the pre-opening team of new branch.**
* **Hands on experience of setting up a new branch.**
* **Working as Assistant Acquisition Manager in KOTAK MAHINDRA BANK LTD. (Lucknow & Aliganj, Lucknow Branch) From December 2012 to 14th March 2015.**

**Role and responsibilities:**

* **Acquisition of savings accounts and current accounts.**
* **Responsible for sale of all kind of Retail Liabilities & Retail Asset products.**
* Achieve sales targets and providing Customer service.
* Responsible for Cross Sell & enhancing relationship with existing customers
* Part of the pre-opening team of new branch.
* Hands on experience of settingup a new branch.
* **Worked as Marketing Manager S.R.Engine Kirloskar (Indira Nagar, Lucknow) From April 2011 to November 2012**.

**Role and responsibilities:**

* **Acquisition of servicing of the Digi set**
* **Taking the references from existing customers and generating leads from them.**
* **Handling existing Clients.**

* **Worked as Showroom Executive atBright4Wheel (authorized dealership of Maruti Suzuki ) From October 2010 to April 2011.**

**Role and responsibilities:**

* **Handle showroom walk-in.**
* Sell all segment of cars

MANAGERIAL SKILLS

An Initiator, Planner and Organizer, Motivator, Effective Communicator & Presenter, Quick Learner, Effective Documentation, Team Player.

**EDUCATION**

**Professional Qualification:**

MBA with marketing & International Business specialization from Institute of Environment Management & Technology, affiliated to Uttar Pradesh Technical University in 2010.

**SUMMER INTERNSHIP**

**Search from the Potential consultant from HDFC LIFE.**

**Graduation:**

* B.A from Lucknow University in 2006.
* Intermediate from U.P Board in 2003.
* High school from U.P Board in 2001.

**Additional Qualification:**

**Advance Diploma in Computer Application from A & S institute of IT & Management in 2006.**

**SUMMER INTERNSHIP**

* **Search from the Potential consultant from HDFC LIFE.**

**AWARDS AND RECOGNITION**

* Qualified the **“NTB DRIVE”** contest in Kotak Mahindra Bank Ltd.
* Got **R** & **R** for **Star Employee of the Month** in July and August in Kotak Mahindra Bank Ltd.
* Qualified the **“WAKE UP SID”** contest in Kotak mahindra Bank Ltd.

**SEMINAR AND WORKSHOP**

**Participated in Workshop cum Seminar on “CONCEPT CAR ” led by Mr. Asim Azmi Head Trainer, MARUTI SUZUKI.**

**Declaration:** I hereby declare that the above-furnished details are true to the best of my knowledge and belief.

**Date:**

**Place: Lucknow QUAZI AHMAD ZAID**