**SAYYED SHAKIR   H. No.287-288 Nandan**

**Nagar Indore(MP)**

**Contact no: 9993491500**

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**Job Objective**

To be associated with a growing organization and making sure that the goals of the organization are consistently achieved by working with diligence, sincerity and loyalty.

**Experience Oct** 2013-Till date

**RELIGARE HEALTH INSURANCE CO. LTD**

**Sr Sales Manager** (Banc assurance relationship with UNION BANK OF INDIA)

KEY RESPONSIBILITIES

* Selling of health insurance product and Generating & fulfilling the leads.
* Enhancement of the relationship by cross-selling products and services as per the profile & need of the customers
* Anticipate training requirements for the partner and lead the development and deployment of partner training programs in order to increase the selling effectiveness of owned as well partner teams.
* Retention of the customers by providing the best possible services and being the dedicated point of contact for these customers
* Deploy and monitor implementation specifically Bank staff contests/R&R in order to accelerate revenue generation with the Channel.
* To keep myself up-to-date in vastly changing world business environment.
* To enhance their knowledge by updating them with the latest development in the company and industry.

**Achievements**

* **Got certificate of highest number of policy in last quarter 2013**
* **Qualification trip of Mauritius country in DJF on login basis.**
* **Got pan India 2nd ranking in highest number of health policy in JAS.**
* **Started Working as a SM, got Promoted to the Position of Sr. SM**

**Experience** Nov 2009- Sep 2013

**HDFC Life** (Sr. Corporate Agency Manager in Banc assurance)

* Handling 4 employee ( coex) who Coordinating with the branch employees to help them for closing leads.
* Formulating & implementing competent business strategies to market a wide range of financial products and achieving pre-set sales & profit targets.
* Handling the entire banc assurance relationship with HDFC bank in western M.P.
* Ensure customer satisfaction Customer retention and relationship building.
* New markets identification & development thru scientific research and analysis
* To Continuously Monitor the Performance of all the Sales Team Members.
* To ensure that the individual person meets the targets assigned them.

**Achievements**

* **Started Working as a CAM, got Promoted to the Position of Sr. CAM**
* Got **pan India** ranking in **highest number of policy in 2011**

**Experience** Dec 2008- Sep 2009

**Kotak Life Insurance Co. Ltd**

**Manager Sales**

* Recruiting, training and managing team of insurance agent.
* Formulating & implementing competent business strategies to market a wide range of financial products and achieving pre-set sales & profit targets.
* Searching potential customers, preparing strategies for market development and achieving sales targets through a team of FC.
* To keep myself up-to-date in vastly changing world business environment.
* To assist them in calls with the clients and in selling.
* To enhance their knowledge by updating them with the latest development in the company and industry.

**Experience** Dec 2007-Dec 2008

**ICICI Prudential Life Insurance Co. Ltd**

**Associate Financial Services Manager**

* Handling the relationship with ICICI SECURITIES LTD. and drawing up strategies to generate business.
* Coordinating with the branch employees to help them for generating leads.
* Training of branch employees for insurance selling skills and processes.
* Handling more than 4 branches of **ICICI DIRECT across Indoor cluster** & More than 56 Direct Business catalysts i.e. Distributors across M.P.

**Achievements**

* **Won first prize twice in Saksham/Himalayan contest of the month JFM quarter.**
* **Started Working as a FSC, got Promoted To the Position of AFSM**
* **Got pan India ranking in health insurance**

**Experience** Jan 2004-Nav 2007

**ICICI BANK LTD., Indore**

**Senior Relationship Executive**

* Selling of **Home Loan, Personal Loan CC Limit and OD limit.**
* Coordination with internal groups to resolve sales escalations.
* Generating & fulfilling the leads of cross sale product**.**
* Providing financial & banking services to the costumer from ICICI Bank.
* Solving the problem of customer related to the branch banking & wealth management.

**Achievements**

* Got three promotions in tenure of approx 4 years.
* Appreciate by national sales manager for being a best sales person in M P & CG 2006.
* Won award for selling highest no. of **loan** in JAS 2006 in ICICI Bank.
* Won first prize twice in Sampark contest of the month JFM quarter.
* **Started working as a sales executive got promoted to the position of Sr. Relationship Exec**

**Education**

* High school From M.P. Board Bhopal.
* Higher secondary From M.P. Board Bhopal.
* Done Graduation from D.A.V.V. Indore

**Personal Details**

* Father’s Name: Mr. Sayyed Rahim
* Marital Status: Married
* Dob: 15/07/1978
* Languages Known: Hindi, English & Urdu

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

rEFERENCES CAN BE PROVIDED, IF ASKED.

DATE:

PLACE: Indore **(sayyed shakir)**