**Room No.6, Chawl No.6, Block No.6,**

**Near Transit Camp, Rajiv Gandhi Nagar,**

**Sion (W), Dharavi, Mumbai -400 017**

**(Mob): 9870156668 / 9870801868**

**e-mail: zmohd875@gmail.com**

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| Objective |
| To prove myself as an honest, faithful, diligent employee & an asset to the company so that not only I as an individual grow, but also the company grows simultaneously and to enhance my working skills. |

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| **Academic Qualification:** | University/Board |
| S.S.C  H.S.C.  T.Y.B.COM | Mumbai University (2005)  Mumbai University (2007)  Mumbai University (2010) |

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| TECHNICAL QUALIFICATION |

* **COMPUTER SKILLS**

**CONTENTS**

* **MS OFFICE**
* **TALLY 9.0 & 7.2**
  + **MS.CIT**

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| Work Experience |

* Worked with **HDFC bank Ltd. (HDFC securities)**

[August 2010 TO October 2011]

**Job Responsibility**

**Post : Branch Banker**

* **Acquisition of HNI clients & Multi HNI clients for CASA, Demat a/c, Trading A/c, Currency & Commodity A/c, Life insurance, Credit Cards etc.**
* **Generating revenue from HNI Clients.**
* **Selling TPD product like, CREDIT CARDS, FD’S**
* **Solving all the queries of the customer relating to all the A/c.**
* **Servicing Corporate, HNI and Retail clients and conducting their**

**financial planning and identifying the gap, if any, in their investment**

**pattern.**

* **Giving best possible services to the customer.**
* **Making good relationship with the customer.**
* **Personally handling the portfolio of high net worth clients**
* **Client base acquisition for D-mat Accounts/Trading accounts**
* **Providing updates to the client about the research calls made by the organization and advising them on asset allocation within their portfolio**
* **Achieve targets for sales, revenue and profitability within a given time-frame (weekly, monthly, quarterly)**
* **Identifying customer needs and assess their risk appetite**
* **Doing the cross selling of additional products which is mentioned above.**
* **Studying market trends and assist clients in execution of trade**
* **In charge of conducting promotional activities in order to induce increased sales**
* **Providing regular updates to superior as when required.**
* **Selling TPD product like, CREDIT CARDS, FD’S**
* Worked with **Unifarm Agro-Tech Ltd**

(November 2011 to June 2013)

**Post : Sr. BDM ( Sr. Business Development Manager)**

* **Acquisition of HNI clients & Multi HNI clients for CASA, Life Insurance, Demat a/c, Trading A/c, Currency & Commodity A/c.**
* **Dealing in all investment Spot Trading/ Physical Trading in which**

**Agri-Commodities are available.**

* **Buying commodities in on season/harvesting and selling into off/**

**scarcity/demand in market.**

* **Aim at profit maximization of the client through the right investments.**

**Responsible For Identifying Customer Needs.**

* **Proactive Measures To Be Implemented For Getting A Larger Share Of The Investment Portfolio.**
* **Providing Wealth products based on the risk appetite of the client.**
* **Aim at profit maximization of the client through the right investments.**
* **Selling TPD product like, CREDIT CARDS, FD’S**
* **Proactive Measures To Be Implemented For Getting A Larger Share Of The Investment Portfolio.**
* **Studying market trends and assist clients in execution of trade.**
* **Attracting investment from investors, handling there portfolio, giving**
* **Daily giving equity, commodity & currency recommendations to the clients.**
* **Selling INSURANCE, MUTUAL FUND and other multiple products,**
* **Providing updates to the client about the research calls made by the organization and advising them on asset allocation within their portfolio**
* **Dealing in all types Commodities, farmings, dairy products, real estate products etc.**
* **Team handling, with 5 persons team.**
* Working with **ICICI Lombard GIC Ltd**

(June 2013 Continuing)

Post : **Unit Sales Manager (USM)**

* **Recruiting Agents.**
* **Training this agents for selling Insurance policies**
* **Managing the team of Agents, Meeting clients Achieving Targets.**
* **Licensing and tracking the PMS through Intermediaries.**
* **Handling all the retail products across the portfolio including MOTOR, HEALTH, PROPERTY, FIRE, MARINE and all corporate products etc.**
* **Resolving the problems or issues proactively and develop a strong relationships with the agent.**
* **Making all MOTOR QUOTES and CORPORATE PRODUCT QUOTES.**
* **To meet Agents, Lead providers and Intermediaries on regular basis.**
* **Executing Sales promotional activities**

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| Personal Details |

Father’s Name : Munawwar Husain

Date of Birth : 1st January 1988.

Nationality : Indian.

Languages Known : English, Urdu, Hindi, Marathi and Arabic basics

Gender : Male

Marital Status : Married

Religion : Muslim

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| Hobbies |

* Sports.
* Music.
* Studying.
* I hope that the above mentioned details are in line for your required post & an opportunity given time shall receive the best of my services.

**Date: [MOHAMMED ZAHEER]**

**Place: Mumbai** **Applicant Signature**