**MD INAM SHIBLI**

House No. T-377/10 Near Pani Tanki, Gautam Puri Delhi-53

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**CAREER OBJECTIVE**

In quest of a responsible and challenging position in the field of Sales & Marketing and Customer Relationship Management with an organization of repute

**WORK EXPERIENCE**

**Since Sep-2014:**

Currently working with **DCB BANK LTD.** as a **Senior Commercial Business Executive**( SME ASSET of working Capital Limit)

**Profile:-**

* Conducting meeting with the Customer & understanding the type of requirement they are looking for such as working capital finance, OD Limit, CC Limit, LC, BG,BC, Term Loan etc.
* Arranging all documents from the customers as per the type of financial requirement they are looking for.
* Providing the best solution to the customer as per their need.
* sourcing the business from the Market as well as references

From April-2014 – till Aug-14:- **Midson Advisor pvt Ltd.**

This is a financial company. The firm that provides independent advice about raising capital to businesses.

**Sr. Relationship Manager:**

**Job Profile:-**

* Handle the team like 8-10 colleague & support them, & also deal with Bankers, C.A & Customer
* Conducting meeting with the Customer & understanding the type of requirement they are looking for such as **Home Loan, Loan Against Property (LAP), Business Loan & Drop line OD.**
* Advise the list of all documents to the customers as per the type of financial requirement they are looking for.
* Providing the best solution to the customer as per their need.
* **Handle the existing channel partners Like a C.A, DSA.**
* **Build up a Long lasting relationship with them & resolving their queries**
* Responsible for fixing and making the meetings with the clients to generate the business
* Conducting Meeting with the bankers as company is associated with **MNC’s, Private banks & NBFC’s**
* Coordinating the activities of bankers and the clients.
* Time to time coordinate with the Bankers about the case like a **login, sanction & Disbursement.**

**From April- 2013 - till Nov-13 Axis Securities Ltd.**

As a Sr. Relationship Executive

This is a financial company & 100% subsidiary of Axis Bank Ltd.

**Job Profile**:

* Handled the territory  Like-Many Axis Bank Ltd Branches of Delhi-1(such as a Vikaspuri, Janakpuri, Dwarka, Palam, Nazaf gadh, Pachim vihar etc) for  SME’S product such as
* Overdraft(OD) Limit, Cash Credit(CC) limit, Letter of Credit(LC), FLC, Bill Discounting, B.G, Lease Rental Discounting(LRD), Fund base & non fund base products.
* Conducting meeting with the Customer & understanding the type of requirement they are looking for such as working capital finance, OD Limit, CC Limit, Project funding(Loan),
* Arranging all documents from the customers as per the type of financial requirement they are looking for
* Handled the channel partners Like a DSA
* Responsible for fixing and making the meetings with the clients to generate the business

**From  March 2011 – NOV-2012**:

**Alleato Advisory services Pvt. Ltd**, Financial Consultant Cum BDE: Alleato is an intermediary firm that provides independent advice about raising capital to businesses and finds qualified borrowers & investment opportunities for funding organizations.

***Job Profile****:*

* Targeting the SME’s such as exporters, manufactures, real estates, builders & Developers through conducting market research, Field Marketing(B2B) Tele Calling (for generating leads), Team handling.
* Conducting meeting with the clients & understanding the type of finance they are looking for such as working capital finance( OD Limit, CC Limits, Project funding), Home Loan, & mortgage loan.
* LAP.
* Conducting Meeting with the bankers as company is associated with Nationalized, MNC’s & Private banks & NBFC’s
* Coordinating the activities of bankers and the clients.
* Providing the best solution to the customer as per their need.

**Technical skils:**

* C, C++, java, Oracle, MS-Word, MS Excel(VLOOKUP, HLOOKUP), Power point etc.

**Typing speed:**

* 30 word p/m. (without showing keyboard).

**EDUCATIONAL QUALIFICATION**

* Completed Intermediate in the year 2005 from **B.I.E.C.Patna Bihar**.

**PROFESSIONAL QUALIFICATION**

* Completed **Bachelor of Computer Application (BCA)**in the year 2010 from L.S College Muzaffarpur, **B.R.A. Bihar University  Muzaffarpur**.
* **Masters of Business Administration (MBA i.i) with (Finance and Marketing)**from Maharishi Dayanand University Rohtak Haryana.  **Batch 2010-2013. Result awaited**

**PERSONAL DETAILS**

Father’s name : Md. Anzar Akhter

D.O.B :  03/02/1987,

Passport : L7741495

Marital Status : Single

Languages Known : English, Hindi & Urdu.

Permanent location : Hashmi Chowk Manjia P.O Baksama

                                                District- Vaishali, Pin No. 844122 (**Bihar**)

Date:

Place:                                                          **(Md. Inam Shibli )**