

# *Mohammed Atique Shaikh*

***Contact***

***Name:*** *Mohammed Atique Shaikh* ***Location:*** *Ahmedabad*

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## *Target Job*

***Target Job Title:*** *Sales & Marketing Manager* ***Target Job Location:*** *India*

***Career Objective:*** *I am seeking a competitive and challenging environment where I can serve an* organization and establish a career for myself. To secure employment with a reputable company, where I can utilize my skills and experience background to the maximum.

***Experience (19 Years)***

***Career Level:*** *Mid Management.* ***Notice Period:*** *Immediately*

## *Personal Information*

***Date of Birth*** *04 July 1974 (Age: 46)* ***Gender*** *Male*

***Language*** *English, Hindi, Marathi, Guajarati & Arabic.* ***Nationality*** *Indian*

***Marital Status*** *Married*

### *Manager - Operations.*

***at Al Safar Rent a Car. Location:*** *Dubai, UAE.* ***Company Industry:*** *Car Rental.*

***Job Role:*** *Responsible for Sales, Marketing & Complete Operations. Relationship with Corporate Clients.* Handling customer enquiries and ensuring smooth process of car rentals. Fleet management. Handling RTO work with Dubai police. Managing new corporate tie up for car rental business. One point of contact for sales and service requirements. Engaging with team and assisting them for new sales.

*June 2019 - July 2020*

### *Sr. Sales Executive*

***at Archies Ltd. Location:*** *Gujarat, India.* ***Company Industry:*** *Gifting & E-Commerce.*

***Job Role:*** *Handling Franchise sales and Archies gallery for gifts articles, greeting cards, stationery sales* for all over Gujarat. Handling 40 retail stores in Ahmedabad with order booking to payment collection.

*Getting new franchise for company.* March 2015 - June 2019

### *Sales Manager*

***at Misae International Pvt Ltd*** *Location****:*** *Mumbai, India.* ***Company Industry:*** *Banking & Finance*

***Job Role:*** *Sales*

*Handling Sales team for home loan, mortgage loans & loans against property. Handling entire sales for* new business builders and developers tie ups. Meeting corporates for new business. Meeting with HNI clients. Source open market business through data and references. Resolving clientgrievance.

*April 2013 - Feb 2015*

### *Sr. Sales Officer*

***at HDFC Bank Ltd.*** *Location****:*** *Mumbai, India.* ***Company Industry:*** *Banking*

***Job Role:*** *Sales*

*Las Loan against security, home loan, loan against property. Handling team of five sales executive.* Handling 14 branches & open market business & reference from existing client. Handling HNI client for private banking groups. Helping the branch to achieve yearly targets. Resolving client queries.

*Maintenance of customer accounts.* March 2010 - March 2013.

### *Assistant Sales Manager*

***at Reliance Finance Ltd.*** *Location****:*** *Mumbai, India.* ***Company Industry:*** *Banking & Finance*

***Job Role:*** *Sales*

*Handling all loan products & investments products like insurance, mutual funds. Handling team of* five sales executives & tele callers. Handling 12 reliance fresh outlets for selling of investment products and loans. Open market business & reference from existing customers.

*October 2008 - February 2010*

### *Senior Executive*

***at HBL Global Pvt Ltd. Location:*** *Mumbai, India.* ***Company Industry:*** *Banking & Finance*

***Job Role:*** *Sales*

*LAS loan against securities & other financial products. Handling 08 branch & open market business &* reference from existing customers. Resolving client grievance. Maintenance of customer accounts.

*July 2002 - September 2008*

### *Sales Executive*

*At KJMC Credit Ltd. Location: Mumbai,* India. Company Industry: Finance & Banking

*Job Role: Sales*

*LAS loan against securities & personal loan credit card. Handling customer to make the sale for* organization. Help the customer to take the decision while buying any product. Making cold calls to generate sales.

*September 2001 - June 2002*

### *Sales Executive*

*At Money Managers India Ltd. Location: Mumbai,* India. Company Industry: Finance & Banking

*Job Role: Sales*

*LAS loan against securities & personal loan credit card. Handling customer to make the sale for* organization. Help the customer to take the decision while buying any product. Making cold calls to generate sales.

*September 2001 - June 2002*

## *Education*

*Bachelor’s in commerce* ***at Delhi University Location:***

*Delhi, India* September 2014

*Higher School Certificate* ***at Maharashtra State Board Location:*** *Mumbai, India October 2010*

*Secondary School Certificate* ***at Maharashtra State Board Location:***

*Mumbai, India March 1992* ***Skills***

***Active Listening, Communication, Teamwork, Decision Making, Interpersonal, Problem- Solving, Sales & Marketing Strategy, Brand Management, Needs Analysis, Sales Satisfaction, Team Handling, Training & Contents, Team Management.***