

MAHMOOD ALI SIDDIQUE

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EXPERIENCE

1. Currently working with Bank of Baroda since 21 November, 2022. Handling stress accounts of region to reduce delinquency and improve SMA book of region. Empaneling of agencies, directing, monitoring and motivating them for improving collection efficiency of region. Meeting with customers having stress accounts, persuading them for recovery of dues, managing field executives for collection, cross verification of trail data, checking quality of visits of FOS, mentoring them for achieving the targets etc.
2. Worked as a sales incharge of muzaffarpur, Bihar and Nepal with Hawkins Cookers Ltd. from dated 01.06.2022 to 16.11.2022. Handled the B2B channel sales of company in Bihar as well as for Nepal.
3. Worked as a BRANCH TEAM LEADER in Shri Ram Transport Finance Company Limited since 25th March, 2019 to 21st April, 2022. Lead generation, closing deals, maintaining profitable and amicable relationship, networking with existing clients to acquire up-sell and cross-sell opportunities. Cold calling potential clients, building relationships and generate new accounts. Making presentations to educate clients on new products and generate sales appointments. Role is centered as mentoring, motivating the team for handling the portfolio of STFC and for cross-selling products of other entities of Shriram Group. Achieving monthly targets of selling and cross-selling. Having knowledge of branch activities, assessment of customers, documentation process (pre & post), collection of NPA customers, expired accounts, non-starters & dealing with problem accounts, vehicle seizure, BRS, data processing and data management

ACADEMIC QUALIFICATION

- Bachelor of Engineering, IET, DBRAU, Agra, 2013-2017, 75.74%
- Intermediate, De Paul school, Badaun, ISC Board, 2012, 82.5%
- Matriculation, HCHSS, Badaun, UP Board, 2010, 75%

ACHIEVEMENTS

- Consistently worked for creating minimum delinquency in portfolio.
- Consistently providing training session that resulted in increased client interest in services and products.
- Represented the company in several organized events as a result brought several new accounts.
- Successfully built and maintained professional work relationships that increased business opportunities.
- Identified important sales KPIs which helped in creating sales processes effectively.

PERSONAL DETAILS

- **Name :** Mahmood Ali Siddique
- **Father's Name :** Masroor Ali Siddique
- **Mother's Name :** Aysha Masroor
- **Date of Birth :** 23-10-1995
- **Permanent Address :** H.No.230 Molvi Tola ,Badaun,UP-243601

DECLARATION

I hereby declare that all the information provided here is correct to the best of my knowledge and belief and I promise to abide by all the norms laid down by your esteemed organization.

07/01/2024

Mahmood Ali Siddique