



Mohd Akhtar

Date of birth: 20/08/1992 | **Nationality:** Indian | **Gender:** Male |

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Naif, Dubai, United Arab Emirates

Passport Number: - N4085995

WORK EXPERIENCE

03/2021 – 13/01/2022 – Lucknow, India

SENIOR ASSOCIATE – KOTAK MAHINDRA BANK- (HOME LOAN)

- Generating HL business through Branch Banking and DSA's.
- Understanding the Home loan / Home Equity / Business/Market Knowledge.
- Knowledge of Financial ratios.
- Dealing with DSA and Branch Banking channel.
- Driving sales targets of the assigned locations.
- Developing emerging locations by organizing regular promotional activities.
- Ensuring high levels of engagement for effective pre & post-customer service.
- Establishes, develops, and maintains business relationships with current customers and, Prospective customers in the assigned market segment to generate new business for the organization's products/services.

01/2020 – 02/2021 – Lucknow, India

SALES EXECUTIVE – CORE EDIFICE DESIGN & BUILD PVT. LTD.

- Maintained responsibility for the performance of all sales activities.
- Established and strategically build a solid customer base.
- Set team goals and conducted quarterly performance reviews with all team members.
- Provided strong leadership to achieve maximum profitability and growth in conjunction with company goals.
- Driving sales targets of the assigned locations.
- Developing emerging locations by organizing regular promotional activities.
- Continually analyzed the sales process in an effort to refine and improve its success, and work with upper management to establish a sales reporting framework.

08/2018 – 12/2019 – Mumbai, India

BUSINESS DEVELOPMENT EXECUTIVE – DHFL- HOME LOAN

- Generating HL business through DSA's.
- Understanding the Home loan / Home Equity / Business/Market Knowledge.
- Knowledge of Financial ratios.
- Dealing with DSA or DST channel.
- Driving sales targets of the assigned locations.
- Developing emerging locations by organizing regular promotional activities.
- Ensuring high levels of engagement for effective pre & post-customer service.
- Establishes, develops, and maintains business relationships with current customers and, Prospective customers in the assigned market segment to generate new business for the organization's products/services.

10/2017 – 08/2018 – Mumbai, India

RELATIONSHIP/SALES EXECUTIVE – ICICI BANK MORTGAGE

- To ensure customer satisfaction through the rendering of customer value proposition and excellent service in the banking solution that meet their needs.
- In consultation with a direct report, draw up monthly plans to generate new business to achieve set sales targets and objectives.
- Source and call on prospects on a monthly basis to maintain an agreed sales pipeline.

- Build an information database on existing EBP customers to support relationship building and cross-selling efforts.
- Engage with managers, enable and focus on their developments to build deeper client relationships.
- Solicit referrals from other parts of the SCB Group and Business Partners.
- Build an information database on existing EBP customers to support relationship building and cross-selling efforts.

● EDUCATION AND TRAINING

2010 – 2013 – Lucknow, India

BACHELOR OF COMMERCE – Lucknow University

2009 – Ayodhya, India

SENIOR SECONDARY SCHOOL – Subhash Chandra Bosh School

2007 – Ayodhya, Uttar Pradesh, India

HIGHER SECONDARY SCHOOL – Subhash Chandra Bosh School

● LANGUAGE SKILLS

Mother tongue(s): **HINDI** | **URDU**

Other language(s):

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken production	Spoken interaction	
ENGLISH	B2	B2	B1	B1	B1

Levels: A1 and A2: Basic user; B1 and B2: Independent user; C1 and C2: Proficient user

● DIGITAL SKILLS

Microsoft Word | Microsoft Excel | Microsoft Powerpoint | ERP Tally 9

● HOBBIES AND INTERESTS

Listening Music

Playing Cricket

Watching Movies