



GULZAR AHMAD

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CAREER OBJECTIVE

Objective: - Sales professional adaptive to market condition looking to join an organization with a progressive outlook that can offer challenge, dynamism and growth. Possesses excellent interpersonal, communication and organizational skills with proven abilities in sales, business development and customer relationship management.

EXPERIENCE

• **Working at QUANTUM direct commercial broker (DSA_ DEEM Finance) as a Relationship Officer in Retail Banking Division, from AUG 2019 to SEP 2020 where job responsibilities include,**

- ☒ Identifying, contacting and qualifying leads.
- ☒ Visiting the offices of potential clients for appointments
- ☒ Cold calling to arrange meetings with potential customers to prospect for new business.
- ☒ Responding to incoming email and phone enquiries.
- ☒ Reviewing customer document to laise with our policy thereby judging the customer eligibility for the product on the basic of DBR & other requirement.

• **Worked at RULOANS (DSA_ EMIRATES Islamic Bank) as a Relationship Officer in credit card & personal loan Department from MAY 2018 to JUNE 2019 Where job responsibilities Include,**

- ☒ Identifying, contacting and qualifying leads.
- ☒ Visiting the offices of potential clients for appointments.
- ☒ To identify new potential clients through cold calling and walk in. Conduct evaluations of client's accounts.
- ☒ Collect mandatory information to analyze client situation.
- ☒ Review independently all documents and link entire customer accounts to suitable relationship. Support to open and link new accounts.
- ☒ Provide assistance to attain approval on new account openings.
- ☒ Maximize on cross-selling growth of existing customer base and identify new potential selling opportunities and hence promoting Bank & its products.
- ☒ Ensure adherence to cut-off times and deadlines.
- ☒ To achieve assigned sales targets and contribute to the team performance.

EDUCATION

- **D.R.M.L University - passed year 2014**
Bachelor of Science

PERSONAL STRENGTHS

I am smart worker with a positive attitude towards my career

PERSONAL PROFILE

- Date of Birth : 10/05/1993
- Marital Status : Single
- Nationality : Indian
- Known Languages : English, Urdu, Hindi
- Passport : M1266809
- Visa status : Employment Visa

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