

MD MOUINUDDIN

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In quest of assignments in Wealth Management / Team Management preferably in Banking / Financial Services with a reputed organization.

Location Preference: Anywhere in AP

SYNOPSIS

- ✍ A competent professional with over 8 years of experience in Corporate Management, Portfolio Management, Business Development, Wealth Management Team, Management & Client Relationship Management under corporate clients.
- ✍ Track record of consistently achieving sales targets at branches, building dynamic sales teams, identifying high-yielding services and products during the career span.
- ✍ Adroit in analysing risk return financial profile of customers and preparing their investment plans.
- ✍ Demonstrated skills in customer relationship management with in-depth understanding of related formalities as well as transaction processing.

AREA OF EXPERTISE

Business Development

- ✍ Implementing competent strategies with a view to penetrate new customers and expand existing ones, meeting pre-determined business objectives.
- ✍ Establishing strategic alliances with channel partners and increase market reach as well as improve the retention levels.
- ✍ Planning & Executing various market research program and converting the end results into useful information.

Client Relationship Management

- ✍ Providing individuals/ HNI clients with financial services with a view to protect and transfer their wealth by solving complex needs about investments and insurance planning.
- ✍ Building & maintaining healthy business relations with major clientele, ensuring maximum customer satisfaction by achieving delivery & quality norm.

Team Management

- ✍ Leading & managing the performance of sales force to ensure efficiency in business operations and meeting of revenue targets.
- ✍ Conducting meetings for setting up sales objectives and designing or streamlining processes to ensure smooth functioning of sales operations.
- ✍ Monitoring the performance of sales personnel & ensuring compliance with pre-set quality parameters.

CAREER SCAN

Piramal capital and housing finance ltd

Branch sales manager., Rajahmundry.

24/08/22 to as on date

Role:

Handling 5 members of team and
They are do loans business in the field and
Support them in calls and field also
And support them in disbursement and generate revenue

PRAMERICA LIFE INSURANCE „Rajahmundry location
Sr.SALES Manager Since 25JUNE2018 to till date

Professional Profile:

✍ Self-motivated sales and marketing professional with 8 years of experience. Detail oriented & organized individual who exemplifies professionalism and an ability to manage multiple projects and tasks at any given moment. Demonstrated history of successful sales generation while providing excellent customer service. Exemplary leadership qualities and the ability to work with people from varying backgrounds, while implementing team values.

Skills Summary:

✍ Sales force/Marketing/Team Management/Customer Service/Relationship Builder.

Role:

- ✍ Handling the team size of 3 members and 21 branches of DHFL home loans and LVB.
- ✍ Responsible revenue generation from Life Insurance Products
- ✍ Team Handling and monitor to achieve their individual targets.
- ✍ Driving Branch wise achievement of revenue target in life insurance.
- ✍ Motivating the team to achieve the team target & my individual target.
- ✍ Handling east and west godavari circle revenue targets in life insurance.

APOLLO MUNICH HEALTH INSURANCE., Krishna and Guntur dist..
Sales Manager. since 7Aug 2017 to 17June2018

Roles & Achievements

- ✍ Handling the supporting the 60 branches of canara bank
- ✍ Responsible for Insurance Product sales and supporting 60 branches
- ✍ Handling good seller relationship and motivating sales team and taking joint calls
- ✍ Handling the branches with relationship and calls, Achieve the branch target & my individual target

- ✍ Exclusive value added service given to the customers and increasing revenue to bank
- ✍ Providing banking services and investment solutions to customers.
- ✍ Sourcing, Developing and maintaining effective relationships with existing customers of branch.
- ✍ Achieving targets of our products and other third party products.
- ✍ Act as a single point of contact for clients to fulfill their Insurance needs

**Cigna ttk health insurance., Vishaka and East and West
Godavari locatin unit sales manager, since feb4th 2016
to may10th 2017**

- ✍ Takingtheleadsfromdivisional officeandpromotingnew businessfrom existing customers
- ✍ Ensuringthepenetration ofthebasketofproductsintotheclientelefor revenue generation and client retention
- ✍ Coordinating withbranchteamforservicedeliveryexcellence, thustohave happyclients.
- ✍ Acquired all leads to retention.
- ✍ Handle the targets of branches and individuals.

RELIGARE HEALTH INSURANCE AS A SALES MANAGER

Location RAJAHMUNDRY since november13,2013 to feb2nd 2016

Roles & Achievements

- ✍ Responsible for Insurance Product sales and supporting branches
- ✍ Handling good seller relationship and motivating sales team and taking joint calls
- ✍ Handlingthebrancheswithrelationship andcalls, Achievethebranchtarget & my individual target
- ✍ Exclusive value added service given to the customers and increasing revenue to bank
- ✍ Providing banking services and investment solutions to customers.
- ✍ Sourcing, Developing andmaintaining effectiverelationshipswithexistingcustomersofbranch.
- ✍ Achieving targets of our products and other third party products.
- ✍ Act as a single point of contact for clients to fulfill their Insurance needs

JRG financial services.East Godavari location

- ✍ ILeads frombranchofficeandpromotingnewbusinessfromcustomers
- ✍ Ensuringthepenetration ofthebasketofproductsintotheclientfor businessgeneration and client retention it is stock broking company and financial advisory.
- ✍ Coordinating withbranchteamforservicedeliveryexcellence, thustohave happyclients.
- ✍ Acquired all leads to retention.
- ✍ Handle the targets of branches and individuals

Aryapuram co-operative bank ltd.

- ✍ Ensuringthepenetration ofthebank productsintotheclientfor businessgeneration
- ✍ Coordinating withbranchteamforservicedeliveryexcellence, thustohave happyclients.
- ✍ Acquired all products like loans,sales,accounts,deposits.
- ✍ Handle the targets of branches and individuals. It was off role commitment.

ACADEMIC CREDENTIALS

- ✍MBA with dual specialization (marketing and finance)

PERSONAL DOSSIER

Date of Birth : 01-06-1980
Languages Known : Telugu, Hindi and English
Contact adres : Dno 44-6-37
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Rajahmundry 533103.
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Declaration:

I hereby declare that all the information given above is true to the best of my knowledge and belief.

(MD MOUINUDDIN)