

# Shaik Imran Pasha

## BUSINESS FACILITATOR

### RESUME OBJECTIVE

Business facilitator with 7 years of experience in initiating, maintaining, and improving business to client relationships, loan documentation, mobilization of Deposits and Marketing bank products. Expertise in communication and negotiation. Looking to build upon my knowledge and experience to learn and grow into a Key role.





### EXPERIENCE

#### Business Facilitator

Central Bank of India, Nizamabad, India

| Nov 2013 – Aug-2020

- Established, maintained, and improved relations with clients/customers providing valuable support on Banking products, adding an additional 20% of annual growth to the company sales across loan portfolio
- Marketing different banking products and features to enhance cross selling and upselling of different banking products
- Working on overall loan document validations and dealing with customers on different processes for getting hassle free approvals
- Spearheaded the creation of new training materials on proper procedures and company SOPs, while also overseeing and coaching a team of 5
- Performing audits as assistant accountant on various accounts
- Performed contact point verifications
- Guided an average of 50 customers per day in finding, selecting and recommending products, generating an additional 5% in annual revenue
- Achieved an average of 140% of sales goals every year
- Consistently placed customer service at highest priority, and on average received 95% satisfaction rate on customer feedback surveys

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### SKILLS

- Customer Relationship Management
- Document Analysis
- Documentation
- Marketing Banking products
- Auditing
- Accountant

### AWARDS

#### Best Performing Business Facilitator of 2018

Central Bank of India  
2018

Course	University/College	Percentage	Year
M.B.A	Telangana University	2.4 CGPA (First Division)	2013
B. Com	Osmania University	First Division	2011
Intermediate	Kakatiya Junior College	71.4	2008
S.S.C	Nilofar High School	68	2006

## Personal Details

Name : Shaik Imran Pasha  
 Date of Birth : 15/05/1991  
 Father's Name : Shaik Chand Pasha  
 Address : D.No 9-18-229, Malapally, Nizamabad, TS, India -503001  
 Language : Hindi, English, Telugu  
 Nationality : Indian

I declare that all information provided is correct to the best of my knowledge.

Yours faithfully

Shaik Imran Pasha