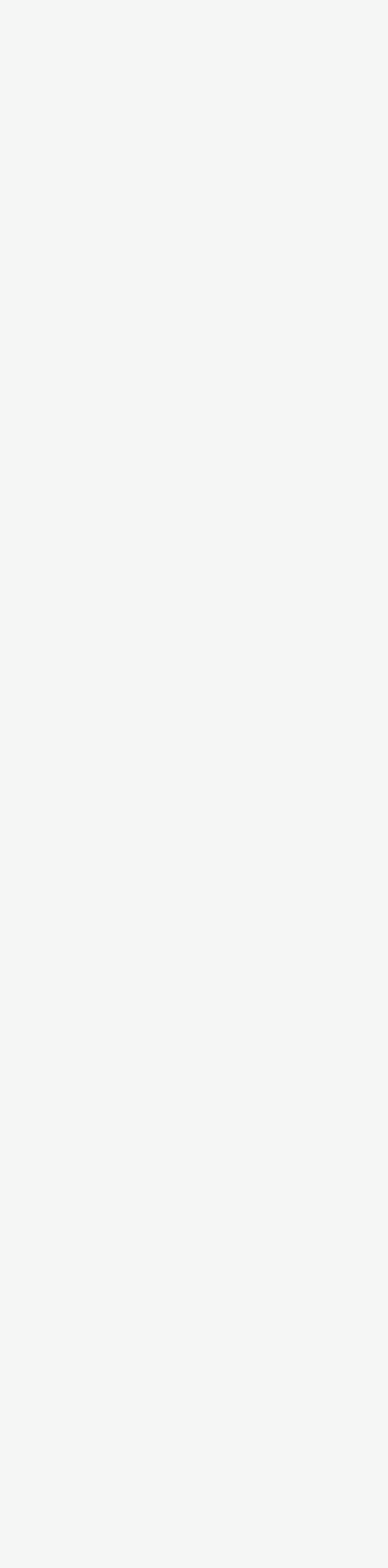


Shaik Imran Pasha

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**Business Facilitator**

Central Bank of India, Nizamabad, India *|* Nov 2013 – Oct-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 account managers
* 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

**EDUCATION**

|  |  |  |  |
| --- | --- | --- | --- |
| Course | College | Percentage | Year |
| M.B.A | Telangana University | 2.4 CGPA (First Division |  |
|  |  |  |  |
|  |  |  |  |

* Customer Relationship Management
* Document Analysis
* Documentation
* Marketing Banking products
* Leadership

Malapally

Nizamabad

TELANGANA - INDIA

linkedin.com/in/yourproﬁle

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.

**EDUCATION**

**Certified Sales Professional**

Boston, MA | 2020

**Best Performing Business Facilitator of 2018**

Central Bank of India 2018

**B.A. Business Administration** Penn State | Altoona, PA

2009 – 2013

**RESUME OBJECTIVE**

**EXPERIENCE**

7386 109 323

**AWARDS**

**SKILLS**

BUSINESS FACILITATOR