

SYED ARMAAN HASHMI

Career Conspectus

- A Competent professional with overall 16 Years of experience in Banking operations, Sales & Marketing, Business Development, Training & Customer Service Telecom & Insurance Sector.
- **Presently associated with Blue Mount R O Systems.** Proven track record of establishing systems/ procedures, thereby contributing in a major way towards augmenting business growth and profitability levels.
- Significant exposure in developing and effectuating innovative business development strategies.
- An effective communicator with good problem solving & relationship management skills.
- Highly skilled in the art of making Presentations.

Working with Blue Mount RO pvt Ltd as ZONAL MANAGER

Duration : Feb 16 till date

WORKED WITH KENT RO AS BRANCH MANAGER

- Duration : Sep 12 to jan 16
- Organization : KENT R O SYSTEMS Pvt Ltd.
- Designation : Branch Manager in Munrika

Worked with kings telecom as a sales head Bihar from August09 to Sep 12

Key Responsibilities Handled:.

TEAM MANAGEMENT

- Leading, monitoring & coordinating the performance of Relationship Manager , Sr. Sales Officers & Sales Managers to meet the team targets.
- Inculcating
- g bonded team work and a positive attitude amongst the team member to ensure accomplishments
- Identifying & implementing strategies for building team effectiveness by promoting a spirit of cooperation between team members

BUSINESS DEVELOPMENT

- Responsible for generating retail as well as corporate sales business for the company with a team of Sr. Sales officers & Sales. Managers.
- Individually responsible for getting big value accounts for the company to increase the revenue book size of the company and Responsible for sales targets, ensuring high quality service, customer relationship management, and audit and compliance.
- Planning and implementing various sales promotion programs for boosting the sales.
- Responsible for achieving team targets as well as own individual targets by getting numbers as well as values.

HR PERSPECTIVE

- Recruitment of team members for the location and ensuring that actual team strength never falls below the budgeted figure

- Interfacing with recruitment agencies/ placement consultants for selection of appropriate candidates & forwarding vital information about the position requirements, associated remuneration. Analyzing and identifying the training needs of the team members and accordingly arranging training programs to boost their product knowledge.

CUSTOMER RELATIONSHIP MANAGEMENT

Providing effective pre-sale and post-sale services to clients for boosting their satisfaction levels

- Building & maintaining healthy business relations with major clientele, ensuring maximum customer satisfaction by achieving delivery & quality norm.
- Acquire new customers who Meets criteria.

PORTFOLIO MANAGEMENT

- Analyzing the financial capabilities of clients for providing them cross sell product i.e. PHOTON WIZZ, PHOTON and other product which is covering HNI needs...
- Explore the value enhancement from existing as well as new acquisition.

1. Worked as Sr. Agency Manager with Bharti Axa Life Insurance Co. Ltd. From June '08 to July '09.

Key Responsibilities Handled:.

JOB PROFILE

- Recruitment
- Training
- Motivation
- Administration
- Sales

ACHIEVEMENT

- Topper of the Bihar & Jharkhand.
 - Rank Top 20 in Pan India.
2. Working as Sales Manager with Bajaj Allianz Life Insurance Co. Ltd. (Patna City Branch) from Feb'06 to June'08.

JOB PROFILE

- Recruitment
- Training
- Motivation
- Administration
- Sales

ACHIEVEMENT

- Topper of the Branch
- Make two Advisor promoted into Sales Manager
- Making Six Club Member in 2007-2008

3. Worked with Indosafe Marketing Group as a Area sales Manager Located in Boring Road, Patna (Bihar) April'04 to Feb'06

JOB PROFILE

- Distribution Handling
- Sales & Monitoring

4. Worked with H.S.B.C in New Delhi as Team Manager Since March'03 to March'04

JOB PROFILE

- Handling the 30 men team & guiding to promote the sales & achieve their target.
- Corporate Sales.

5. Worked with Indosafe Marketing Group as a Area Manager located in Kathmandu, Nepal from 10th Jan'02 to 31st Jan'03.

JOB PROFILE

- Distribution Handling
- Look Retailing and whole selling
- Handling the manpower.

6. Worked with Cell point channel Associate Reliance Mob. As a Group Leader from 2nd Jan'98 to 1st Dec'01

JOB PROFILE

- Distribution Handling
- Retailing our Product
- Handling the six men's team.
- Do survey and collect Data from people to people and corporate

7. Worked with Wizard Software Pvt. Ltd G.T.B.N Camp. New Delhi 18th Aug'96 to Feb'97.

PROFESSIONAL QUALIFICATION

- M.B.A. From L.N.Mishra College of Business Management Muzaffarpur, Bihar in 1993-95
Specialization in Marketing with 1st class.

ACADEMIC QUALIFICATION

- Bachelor of Art from L.N.M.U, Darbhanga in 1990.
- Intermediate from L.N.M.U, Darbhanga in 1987.
- Matriculation from B.S.E.B Patna in 1985.

CO-CURRICULAR ACTIVITIES

- Represented College Cricket team.

PERSONAL INFORMATION

Father's name :- Mr. S.A.S. Hashmi (RETD. AS Asst. Commissioner from Custom Dept.)
Sex :- Male
Marital Status :- Married
Nationality :- Indian
Religion :- Islam
Language Known :- Hindi, English, Urdu, Arabic
Hobbies :- Traveling, Reading, Playing and watching

Date:

Armaan

Place: New Delhi

(Syed Armaan Hashmi)