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#### OBJECTIVE:

To be part of a progressive and dynamic organization that offers challenging working environment where I can utilize my over 13 years Life insurance underwriting, customer relationship management, marketing, sales skills and competences in a positive direction by contributing towards the overall objectives of the organization.

#### PERSONAL SUMMARY:

A self motivated independent advisor with a successful background in sales and with a proven track record in achieving and exceeding set sales targets. A good decision maker and with experience of dealing with high net worth clients from their initial enquiry all the way to the sales completion. Providing a high degree of customer service by offering the best advice. Presently looking for a suitable Life insurance underwriting, relationship management vacancy with a reputable & established financial company.

#### CAREER HISTORY:

Employer: AMERICAN INTERNATIONAL INSURANCE Company

(Aiico Insurance Plc), NIGERIA. Position: Sales Representative (Life insurance Products)

March 2003 – October 2011

#### Duties:

* Telemarketing and outdoor marketing of company products
* Field Underwriting
* Customer services/relationship management
* Insurance products presentation and analysis.
* Generating leads to maximize sales through database, cold calls and referrals
* Maintained and managed records of all old and new clients
* Chasing monthly sales targets
* Multi - tasking.
* Collected all premiums on or before effective due dates
* Promoted company’s services and benefits over competitors
* Analyzed and determine the right premiums and sum assured covers for prospective clients
* Innovative
* Forging quality relationships with clients by focusing on need-based sales of investments, education and life products.
* Assisted and advised clients on unresolved issues/claim settlements

Employer : NEXUS INSURANCE BROKERS LLC

United Arab Emirates. Position: Authorized Financial Adviser

June 2013 till Present

#### Duties :

* Ensuring that all applications and transactions are processed correctly.
* Adhering to all financial requirements.
* Cross selling life/health/home insurance & financial products.
* Developed leads from existing company database of clients.
* Cold calls, outdoor and inbound marketing.
* Providing financial planning advice to both individuals and also corporate clients.
* Compiling monthly financial planning reports.
* Holding regular weekly meetings with senior managers and providing them with progress reports.
* Underwriting
* Etc.

#### PROFESSIONAL EXPERIENCE:

* Track record in achieving individual sales targets.
* Excellent customer service/relationship management.
* Able to design tailored financial services and mortgage packages to meet individual needs.
* In depth knowledge of and able to advise on life insurance, pensions, savings, mortgage protection and home insurance.
* Experience in Life insurance underwriting.
* Having strong influencing skills.
* Comfortable in dealing with high net worth clients.
* Computer literate and comfortable in working with outlook and the internet.
* Proven ability to build a network of my own clients.
* Comprehensive knowledge of all current financial regulations and procedures.
* Ability to follow every lead closely.
* Keeping up to date with the financial/property market and assessing economic trends.

#### SKILLS AND COMPETENCES:

|  |  |  |  |
| --- | --- | --- | --- |
| * Investments * Ability to generate own leads * Innovative | * Sales * Marketing * Underwriting | * Fast learner/Rapid adaptability | * Financial planning * Highly articulate |
| * Customer - focused | * Organised | * Risk assessment | * Closing sales |
| * Financial analysis | * Excellent computer user | * Life insurance | * Client analysis |

#### PERSONAL TRAITS:

* Striving hard for continuous improvement.
* Excellent interpersonal and communication skills to understand and match the needs of clients.
* Able to listen and demonstrate awareness and understanding of customers/clients needs.
* Having a Can-do attitude.
* Flexible approach to working hours in include evenings and weekends.
* Able and comfortable with using modern technology to be more efficient and effective.
* Self – motivated & determined.
* Providing excellent customer service.
* Car owner and willingness to travel.

#### ACADEMIC QUALIFICATIONS:

* Business Administration (Bsc. 2nd Class Upper)
* Award in Financial Planning (CII – UK)
* Insurance Agent Cert. (CII – Nigeria)
* Business Administration & Management (Diploma)
* High School/ Senior Secondary School Cert.

#### REFERENCES:

Available upon request.