Curriculum -vitae



*Sayeed Ahmad*

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Objective:-

To Pursue a Challenging Career that Utilize my knowledge, skills&13 Yrs Experience in the field Banking & Financial services such an organization that can exploit my skills and provide a platform for growth and learning.

Skill:-Team work, Leadership, Interpersonal Skills, Customer orientation, Product/market knowledge.

**Education Qualification:-**

Bachelor of Science (B.Sc. Chemistry)-2004

Shibli National College.INDIA

**Technical Qualification:-**

Diploma in Computer Application (DCA)

CIMS. INDIA

**Work Experience &Accomplishment :- (14yrs**)

Walk2 Dream Home LLP Location-Mumbai

Position-Senior Area Head Period 10th Aug2021 to till date

Profile:-

* Managing organizational sales of real estate by developing a business plan that covers sales, revenue, and expense controls.
* Managing Sales team of real estate. Setting individual sales targets with the sales team.
* Tracking sales goals and reporting results as necessary.
* Strategizing and learning the market trends.
* Acquiring new clients by cold calling/mailing/visits across retail and corporate segment
* Generating leads through various platforms.
* Maintaining all data of clients.
* Coordinating with the accounts team on payment follow ups.
* Coordinating with the lead generation/marketing team on lead generation.
* On boarding new client.
* Promoting the organization and products.
* Understand our ideal customers and how they relate to our products

SARA ENTERPRISES. Location -Azamgarh

Area Sales ManagerPeriod (March 2016 to july 2021)

Profile:-

* Managing organizational sales by developing a business plan that covers sales, revenue, and expense controls.
* Setting individual sales targets with the sales team.
* Tracking sales goals and reporting results as necessary.
* Strategizing and learning the market trends.
* Acquiring new clients by cold calling/mailing/visits across retail and corporate segment
* Generating leads through various platforms.
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ABU DHABI COMMERCIACL BANK Location-DUBAI(UAE)

Senior Relationship officer Period - (01 Oct2014 to Sep 2015e)

Profile:-

* Manage and develop the Business Banking & Retail banking customer portfolio assigned. Ensure the achievement of assets, liabilities and non-funded product targets, while adhering to Banks policies and guidelines.
* Manage the personal Loan, Business loan, Auto Loan, CASA, WPS, Overdraft, Credit Card &Corporate Deposit.
* Identify target customers/ customer segments within each catchments area.
* Identify and implement action plans in branches for achieving business growth objectives and targets
* Manage the profitability of product portfolios and customers.
* Manage the overall credit quality of the asset book within acceptable limits.
* Implement and maintain complete control aspects i.e., documentation, periodical customer visits / call reports, expires on monthly manner in order to monitor the assigned portfolio effectively.

EMIRATES ISLAMIC BANK Location-DUBAI(UAE)

Sr. Sales Executive Period -1.5yrs. (4 Nov 2012 to 05 may 2014)

Profile:-

* Manage and develop the Business Banking & Retail banking customer portfolio assigned. Ensure the achievement of assets, liabilities and non-funded product targets, while adhering to Banks policies and guidelines.
* Manage the personal finance-Murabaha according to Sharia Compliance.
* To manage and open the different type of account.
* To manage the customer –investor no.in Dubai financial Market.
* To manage and open the brokerage A/C in EIFB(Emirates Islamic Financial brokerage).
* To manage the customer to understand about share according to Sharia compliance.
* To coordinate with our Risk management, regarding case to case wise.
* Implement and maintain complete control aspects i.e., documentation, periodical customer visits / call reports, expires on monthly manner in order to monitor the assigned portfolio effectively.
* Regularly review customer complaints, approaching complainant personally where required ensuring prompt resolution.
* Identify target customers/ customer segments within each catchments area.
* Identify and implement action plans in branches for achieving business growth objectives and targets

DUNIA FINANCE LLC Location-DUBAI(UAE)

Relationship officer Period -2yrs(1 Nov 2010 –Oct2012)

Profile:-

Manage and develop the Business Banking & Retail banking customer portfolio assigned. Ensure the achievement of assets, liabilities and non-funded product targets, while adhering to Banks policies and guidelines.

* Manage the personal Loan, Business loan, Auto Loan, Labour Guarantee, WPS, Overdraft, Credit Card & Corporate Deposit.
* Identify target customers/ customer segments within each catchments area.
* Identify and implement action plans in branches for achieving business growth objectives and targets
* Manage the profitability of product portfolios and customers.
* Manage the overall credit quality of the asset book within acceptable limits.
* Implement and maintain complete control aspects i.e., documentation, periodical customer visits / call reports, expires on monthly manner in order to monitor the assigned portfolio effectively.
* Track competitive activities and regularly report to senior management
* Regularly review customer complaints, approaching complainant personally where required ensuring prompt resolution.

BARCLAYS BANK (DERBY MARKETING) Location-DUBAI (U.A.E)

 Sales officer Period:- 1yrs (Apr2008-mar2009)

Profile:-

* To manage the Credit Card Sale.
* Identify new companies, collect customer data, procure sample signature of authorized signatories & follow up for their inclusion in the target market list.
* Establish long lasting business relationship with clients by providing prompt & effective customer support.
* To achieve the sale target set by management.
* Target new markets to promote the sales of credit card in UAE market.

ICICI BANK LTD. Location:- Mumbai (INDIA)

Team Leader –IBG (international Banking Group) Period:- 1.3yrs.(Nov2006-FEB2008)

Profile:-

* To manage team of marketing research executive.
* To manage the NRE/NRO A/C of HNI (High Net worth individual) customer.
* To maintain the sale report daily & monthly basis.
* Ensuring coordination among the team members and motivating them to reduce the TAT (Turn around Time) & smooth functioning of end to end operations in the new application processing.
* To manage the cross-sell of the following product i.e- assets &liabilities:-

 (a)-Life Insurance:-To sell life insurance plan of ICICI Prudential to the customer.

 (b)- General insurance:-To guide line customer about the insurance of ICICI Lombard.

 (c)- Home loan:- To provide the home loan to NRI customer.

 (d)- Trading&Demat:- To manage the trading &demat A/C opening through ICICI-Direct

 (e)- Mutual Fund:-To provide mutual fund of different company.

State bank of India(Rinsel technology) Location:- Mumbai (INDIA)

 Sales Team leader Period:- 2.2yrs.(Jul2004-Oct2006)

Profile:-

* To manage sale team of executive.
* To achieve the sale target set by the management
* To manage the Credit Card Sale.
* To ensure that random sample of activities carried by the executive.
* Identify new companies, collect customer data, procure sample signature of authorized signatories & follow up for their inclusion in the target market list.

**Personal detail:-**

Date of birth-04-07-1979 Marital status-married

Language known- English, Hindi, Urdu.

Declaration:-

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

 Place:-Mumbai

 Date:- *(Sayeed Ahmad)*