



MAHIN KABEER

ANCHIL VELI HOUSE
PUNNAPRA.P.O, ALAPPUZHA
KERALA, PIN-688004
Ph: 8089949011,
EMAIL: mahink89@gmail.com

SALES AND MARKETING PROFESSIONAL

Seeking challenging assignments across the Industry

PROFILE

Result-oriented and dynamic professional with nearly **9 years** of rich exposure in managing the entire gamut of Sales and Marketing, including Account Management, Customer Relationship Building & Business, Development and Retail Assets with keen eye on Compliance and Controls.

Dedicated and tenacious sales expert, with a reputation for consummate Professionalism and exemplary ethics. Remain current on the latest trends in the industry, with comprehensive knowledge of financial and insurance Products, services and best practices.

Passionate leader, skilled at building top-performing teams focused on impeccable service delivery and accountability for goal achievement.

EXPERTISE

- Sales Team Supervision
- Territory Management
- New Business Development
- Relationship Building
- Presentations & Proposals
- Closing Strategies
- Sales Training

PERSONAL SKILLS

Over **9** years of professional experience in handling Sales and Logistic department of the company.

Comprehensive problem solving abilities, good communication skills, Patience, friendly and social behavior, Ability to deal with people diplomatically, Willingness to learn, Willingness to work hard.

Excellent mathematical and reasoning abilities.

Good customer service skills.

Knowledge and experience of sales and marketing industries.

PROFESSIONAL EXPERIENCE

Present Experience

D2C INSURANCE BROKING PVT.LTD. (RENEWBUY.COM)

RENEWBUY.COM , Cochin, Kerala, India

Designated as "Senior Sales Manager" and working from 5th DEC 2022

Dept: Sales.

Job Profile

- Recruiting and molding the agents.
- Supporting agents by providing needed information.
- Responsibilities for handling an energetic sales team.
- Generating source pool of client details for Life Insurance sales
- Developing new customers through use of incoming leads.
- Supporting Sales personnel's by providing needed information and Sales Support Tools and Samples.
- Setting aggressive monthly and quarterly team goals then meeting or exceeding those Goals.
- Delivering quality financial advice to clients and investors.
- Helping clients and investors in grow, diversify and protect their acquired wealth and investments.

HIBA ASIA HEALTHCARE MANAGEMENT GROUP

HIBA ASIA HEALTHCARE MANAGEMENT GROUP , Jeddah, KSA

Designated as "Business Development Executive" and working from
5th August 2021 to 6th November 2022

Dept: Sales & Marketing.

Job Profile

- Developing and Molding the Team field force to improve their competencies.
- Team management - Sales Team Force.
- Cross Selling of surrogated products.
- Monitoring the performance of marketing Advisors (Team Members)

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- Supporting Sales personnel's by providing needed information and Sales Support Tools and Samples.
- Setting aggressive monthly and quarterly team goals then meeting or exceeding those Goals.
- Developing new customers through use of incoming leads.
- And monitoring competitor's strategy.
- Managing customer data's , Coordinating marketing activities like campaigning, seminars, conferences, and counseling in premier institution and small/large scale industries.
- Delivering quality financial advice to clients and investors.
- Helping clients and investors in grow, diversify and protect their acquired wealth and investments.
- Providing colleagues and clients bespoke investment and Wealth structuring recommendations.
- Evaluate asset and portfolio performance.
- keeping up to date with developments in the financial markets and their impact on investor's portfolios.
- reporting to top management.
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ZERVANT BUSINESS SOLUTIONS PVT LTD.

ZERVANT BUSINESS SOLUTIONS PVT LTD, Alappuzha, Kerala, India

Designated as "Sales Manager" and worked from
05th April 2018 to 30th July 2021

Dept: Direct Sales Force.

- Recruiting and molding the agents.
- Supporting agents by providing needed information.
- Responsibilities for handling an energetic sales team.
- Generating source pool of client details for Life Insurance sales
- The responsibilities to increase and meet the Sales and Target.

ENTIRE APARELLS.

ENTIRE APARELLS, Alappuzha, Kerala, India

Designation: "Sales Manager" and worked from 01 July 2012 to
15 March 2016

Job Profile:

- The responsibilities were to increase and meet the Sales and Target.
- Prepared daily sales reports for the Area sales manager.
- Team Management.
- Assisted with monthly sales drives and promotions.

VENICECO FINANCIAL ENTERPRISES PVT LTD.

VENICECO FINANCIAL ENTERPRISES PVT LTD; Alappuzha

Designation: "Sales Support Executive" and worked from 01st July 2010 to 30th March
2011

Job Profile:

- Cross Selling of Motor/ Car Insurance policies.
- Supervising showrooms, DSA and DST, with ICICI Lombard
- Assigned the tasks of compiling reports and discussing strategies to meet and exceed sales objectives.
- Responsible for updating daily activities of DSA's and Showroom's staffs to upper-level management.
- Handled the responsibilities of explaining new products and services to the team members.
- Motivated and encouraged the team to reach the Companies' sales goals.

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Area of Interest:

- Sales Team Management.
- To utilize my marketing strategies in competing with other Competitors.

EDUCATIONAL CREDENTIALS

- **DIPLOMA IN COMPUTER ENGINEERING**
- **Pre Degree**
Commerce –2004 (University of Kerala)

LANGUAGES KNOWN

- To Write : Malayalam, English, Hindi, Arabic,
- To Speak : Malayalam, English, Hindi, Arabic

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PERSONAL DETAILS

Fathers Name : KABEER
Contact No. : 8089949011
Age & Date of Birth : 36, 05-11-1986
Sex : Male
Marital Status : Married

DECLARATION

I hear by declare that the above furnished details are true to the best of my knowledge.

Date:

Place: ALAPPUZHA

MAHIN KABEER