

Nasir Ahmad Khan

Mobile: +91-9622583245.

E-mails: nasirkhanlombard@gmail.com

Seeking assignments in sales and customer service management with a growth oriented organization, where my extensive experience will be further utilized and developed.

CAREER OVERVIEW

- **BA** with over 13 years of experience in sales, customer service & project management.
- Exceptional leadership, organizational, communication, interpersonal, analytical, and problem resolution skills. Thrive in both independent and collaborative work environments.
- Capable of handling **marketing operations** to stimulate sales growth and realize organizational objectives.
- Undergone the projects on:
 - *A Study on Customer service & Satisfaction related Problems within Jamkash Vehicleades Pvt Ltd*
 - *Industrial Trading Tour of Maruti Udyog India LTD*
 - *Selling skill contest at Chandigarh organized by Maruti Udyog India LTD*
- Adaptable and a quick learner; possess skills to work under pressure.
- Possesses **good management, strong communication & interpersonal skills**.
- Can multitask and work independently in a faced paced environment.
- Experienced in balancing priorities for short-term and long-range goals.
- Recognized as a creative and practical problem solver.
- A strong history of completing targets on time.
- A quick learner, a rational thinker and a diligent worker with an ability to communicate ideas clearly and effectively.
- Excellent leadership and monitoring skills .

PROFESSIONAL EXPERIENCE

July 2022 Till Date Reliance General Insurance Co Ltd(Kashmir Region)

- Currently working as cluster manager retail motor agency-Sales with Reliance General Insurance,; leading team for bussinesses of 8cr in renevenue per annum driving sales,marketing and growth startegies for all Kashmir region.
- Collaborated with sales,Marketing and other key stakeholders customer insights and executed customer centric /market sell plans which increased the sales.
- Handling TOP Club Agents and down line team with respect to region allotted for generating business and revenue.
- Ensuring all staff exercise good time management.
- Analyzing performance and drawing up action plans.
- Establishing strong relationship with staff and agents.
- Obeying agency regulations,guidelines,and polciies and ensuring staff does the same.
- Researching current industry /market knowledge for business improvement.

Septembr 2018-July 2022 IFFCO TOKIO GENERAL INSURANCE LTD
AGENCY VERTICAL HEAD SRINAGAR

- Leading the entire sales team of the organization including 2 on roll sales officers.
- Developing & continuously improving the sales strategy to ensure continuous growth.
- Adheres to all company policies, procedures and business ethics & ensure that they are communicated and implemented within the team.
- Drives continuous improvement in sales force effectiveness.
- Overseeing marketing and sales operations for achieving increased growth and profitability.
- Constantly ideated and designed short term/long term business strategies for achieving goals.
- Responsible for the creation, implementation and execution of action sales plans.
- Responsible for workflows, setting monthly team and individual targets.
- Motivated & encouraged the sales team as well as channel partners to reach the insurance company's sales goals.
- Ensuring loss cost and profitability ratios are within acceptable and sustainable limits across distribution channels.
- Coordinatiing with UW ,OPS and claims team in negotiating deals with direct and brokers for all the corporate products.

OCT 2011 TO SEPTEMBER 2018 ICICI LOMBARD GENERAL INSURANCE Sales Manager

ROLE

- Handling insurance selling team insurance agents, and dealer network of the assigned area.
- Looking operations in warding process endorsement process, Replenish process.
- Implement new product lines & create strategies to introduce to customer to increase the sale of particular product..
- Create new dealers for the General Insurance.
- Recruit new Agents for increasing the Business Volume.
- Set an example for the executives in terms of commitment, dedication & sales skills. .
- To handle customer complaints and grievances, and solve issues before they are escalated.
- Responsible for the growth and increase in the organization Sales and Earning.
- Received Best Sales Manager Award for HOME Insurance In the North region.
- Received Appreciation Certificate For Banca tie up.
- Build strong relationship with the Dealers and DSA's.
- To assist and adhere to the sales practices in the organization
- Identifying problems creating choices and providing alternative course of action.
- Motivated and encouraged the sales team as well as channel partners to reach the insurance company's sales goals.
- Handled the tasks of providing information on changes regarding insurance services and products.
- Strengthen relationship with business partners and ensure proper expansion of business as per agreed plan
- Driving sales plans to enhance operational effectiveness and meet operational goals within cost,time and process parameters as per need.

Dec 2010 -July 2011
Marketing

JAMKASH VEHICLEADES PVT LTD

Sr.Dy Manager Sales &

ROLE

- Develop & implement plans to maximize sales in Assigned area
- Mentoring a team of 17 DSE's of the dealership.
- Managing the auto loan business through financial institutions
- Managing the bank network for the maruti Business Generation
- Responsible for updating daily activities of sales staff to upper-level management.
- Implement new product lines & create strategies to introduce to customer to increase the sale of particular product.
- Earned the certificates of appreciation for the best performing **Sales Manager** in the region from **Maruti Suzuki India limited.**
- Adheres to all company policies, procedures and business ethics & ensure that they are communicated and implemented within the team.
- Ensure that the team meets or exceeds all activity standards for prospecting calls, appointments, presentation, proposals & closing.
- Set an example for the executives in terms of commitment, dedication & sales skills.
- Use leading edge technologies & marketing techniques to achieve & enhance the sales targets

ACADEMIC CREDENTIALS

- Bachelors in Arts(B.A) from Kashmir University in the year 2006 with Second Division
- 10+2 from Govt Higher Secondary School through J&K Board of school education with First Division.
- 10Th from Muslim Educational Trust through J&K Board of School education with First Division

Team Achievement

- Have done the highest recruitment of new agents in J&K Cluster in FY 14-15
- Have Completed 110% of target in month on month
- Nomination best Sales manager in North region securing 2nd Position for Home Insurance Target vs Achievement

PERSONAL DOSSIER

Date of Birth 20 November 1981

Reading Newspaper, Magazines and internet surfing

Address Govt Housing Colony Ompora Budgam 191111

Languages Punjabi, English, Urdu and Kashmiri

Nationality Indian

Mobile No +91-9622583245

