



SK. MD. ZIAUDDIN

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WORKED EXP.:

WORKED WITH TURTLEMINT INSURANCE BROKING SERVICES PVT.LTD. AS A SERM FROM JANUARY 2024 TO MAY 2024.

WORKED WITH NIVA BUPA HEALTH INSURANCE COMPANY LTD. AS A SENIOR AGENCY MANAGER FROM APRIL, 2023 TO OCT, 2023

- My primary responsibilities was to give training & stimulating team of Partner to generate business through advisor
- The partner performs the role of suspecting, prospecting & referencing to acquire advisor
- To generating new customer leads and building a robust pipeline for business generation
- To achieve sales target through advisors.
- Do weekly activity as a BOP and COP for team leader and advisor recruitment .
- Joined field calls with tem leader and advisors to generate the new business for company's revenue.

**WORKED WITH HDFC ERGO GENERAL INSURANCE COMPANY LTD
(As a Entrepreneur Development Manager in EDC Channel) MAY, 2022 TO MARCH, 2023**

- My primary responsibilities was to give training & stimulating team of Partner to generate business through advisor
- The partner performs the role of suspecting, prospecting & referencing to acquire advisor
- To generating new customer leads and building a robust pipeline for business generation
- To achieve sales target through advisors.
- Do weekly activity as a BOP and COP for team leader and advisor recruitment .
- Joined field calls with tem leader and advisors to generate the new business for company's revenue.

WORKED WITH PNB METLIFE:

Feb, 2018 – Apr, 2022.

Worked as a CHIEF RELATIONSHIP MANAGER in ALTERNATE SALES CHANNEL

- Generate revenue for the organization through IVR and MCF calls.
- Solving the problems and queries of existing customers.
- Forecasting sales and acquisition plans & preparing progress report
- Trouble – shooting and addressing of bottlenecks issues..
- Attending meetings and making monthly selling reports.
- Build and maintain strong relationship with the clients

WORKED EXP IN INDUSIND BANK LTD:

Apr, 2015- Dec, 2017

Worked with Indusind bank limited in Kolkata in Corporate Salary team as a ASSOCIATE SALES MANAGER since April, 2015, to Dec, 2017.

Job Responsibility :

- Opening salary accounts for the employees for different companies.
- Getting new business from the new companies by tying up.
- Providing service and solutions to the new customers as well as the existing customers.
- Forecasting on sales for the purpose of achieving higher levels of profitability by maximizing sales.
- Implementing various pre sale and post-sale activities for achieving higher levels of sales.
- Getting new business through cross sell product with the help desk at corporate desk.

WORKED EXP IN AXIS BANK LTD:

Sep, 2011- Feb, 2015

Worked with Axis bank in kolkata at Corporate Salary Group as a Business development executive since 17th Sep, 2011 to Feb, 2015.

Job Responsibility :

- Opening salary accounts for the employees for different companies.
- Getting new business from the new companies by tying up.
- Providing service and solutions to the new customers as well as the existing customers.
- Forecasting on sales for the purpose of achieving higher levels of profitability by maximizing sales.
- Implementing various pre sale and post-sale activities for achieving higher levels of sales.

UAE EXCHANGE FINANCIAL SERVICES LIMITED:

Oct, 06 – Aug,11. Worked as a forex sales officer(Retail & bulk) in **UAE EXCHANGE financial Services ltd** at Shakespeare sarani branch .

Job Responsibility Setting and achievement of monthly individual targets.
Reporting to the **Shakespeare Sarani Branch Manager.**

Job Responsibility Worked as a **RBDH** in forex purchase & sale at regional office Kolkata in **UAE EXCHANGE FS Ltd.**

Job Responsibility Setting and achievement of monthly individual targets. where I was taking care of forex business, growth and Promotion of east India branches. Reporting to the East India **Regional head Kolkata.**

Educational Qualification

Graduation Passed B.Com from **Calcutta University** in the year 2006

Higher Secondary Passed from **WBBHSE** in the year 2003 with 2nd Division.

Madhyamik Passed from **WBBSE** in the year 2001 with 1st division.

Other Qualification One year Diploma in Computer Application from **Vidyasagar Computer Institution** with basic knowledge of (Ms-word, excel. power point-email & internet) in the year 2004.

Extra Curricular Activities Takes active participations in all kinds of Sports like Cricket, Football etc. Takes active participation in all kinds of Cultural and Social Programs.

Career Objectives To hold a position of responsibility in a reputed Co to be successful in whatever endeavors I undertake.

Details

Date of Birth: - 10th Nov 1985

Marital Status: - Married

Father's Name: - Late: Sk. Babuddin.

Nationality: - Indian

Religion: - Islam

Language Known

English, Hindi , Bengali and Urdu.

Hobbies

Travelling and Listening to Music. Meeting people and developing relationships.

Declaration :

All the above details are true and correct to the best of my knowledge.

PLACE : Kolkata

Date :

Signature

