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# **TAJUDDIN TAHIRUDDIN**

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OBJECTIVE : Seeking a Challenging Career into an Organization that

Encourages Continues Learning and Creativity, Exposure to

New Ideas, Stimulates Personal and Professional Growth.

**Professional Synopsis**

1. A dynamic professional with 11 years six month experience in Customer Service, Client
2. Relationship management and team management
3. ***Currently working with RELGARE HEALTH INSUNRCE COMPANY LTD as Sales Manager.***

Possess excellent interpersonal, team building & communication skills with strong abilities in client relationship management

**Career Highlights**

**Religare Health Insurance Co Ltd**

 Mumbai, Maharashtra

NOV 2013 to Present

Profile   
To recruit Financial Advisor from Life Insurances and General Insurance Company.   
• To provide my team personal product training time to time.   
• To maintain daily MIS and business tracker for my team.   
• Conducting marketing activities like Health camps, Eye check-up camps etc., which helps them to generate leads.   
• Tracking Submission of proposal, Issuance and medical pending for my team.   
 Achievements   
• Created a Team of 55 Insurance Advisors.   
• Qualified for Malaysia Contest - Advisor won Malaysia Trip @1 Ticket.

• Qualified for Switzerland annual council –Advisor won Switzerland trip  
• In Month of Dec and Jan get Certificate of Excellence from the AVP for doing   
Higher GWP in the months.

I have qualified annual sales congress from december to march.   
• Qualified for Quartely Contest (oct to Dec) - 2 Advisors won Samsung Mobile.   
• Qualified for Quartely Contest (oct to Dec) - 1 Advisors Won Gift Voucher.

**Bharti Axa Life Insurance** - **Manager of Agency**

-Mumbai, Maharashtra

Sep 2011 to oct 2013   
 Key Tasks Involved:   
• Develop & Handle the Segmented team of Housewife, Retired. Businessman, Professionals; Heading up to a team of 25 Agent & Advisors achieve the sales target set by the company.   
• Launch and monitor Quarterly/ Monthly/ weekly contests and ineteatives.   
• Drive Power of M-60 and 10dulkar for Advisors.   
• Responsible for Advisor Promotions and Drive them to success.   
• Responsible for recruitment of NAAFs/Agent and generation of new LA and M-60.   
• Reporting of the performance to the management.   
• Responsible for target completion of the Branch within the time frame.

**Kotak Mahindra Old Mutual Life Insurance Ltd JAN 2010 to august 2011**

**As Sales Manager**

**ROLES AND RESPONSIBILITIES:** ­

1. Handling 15 people team
2. Business Generation & Client Servicing.
3. Training of team for various product
4. Doing joint call with advisor.
5. Generating Client Database

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| SYNOPSIS |

A competent professional with over 5 yrs six month experience managing retail sales and business development,customer relashionship management,and portfolio management in the financial services sector.prsently associated with IDBI bank as an team manager.Well versed with banking product like savings accounts,current account term deposits,trade finance and selling of funds,insurances,RBI bonds etc.pivotalinthe setting up pre-post launch activities of Mumbai branch.

6 yers in direct sales-retail banking

IDBI Bank Ltd.

Unit manager in Belapur-CASA SinceOCT-05—December2009.

Financial consultant May 2004---September2005

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| *CORE COMPETIENCIES* |

Marketing /Business Development

* Implementing marketing plans to expand brand awareness and market penetration or wireless sales,collectons and enterprise customer mapping
* Implementing competent steategies with a view penetrate new accounts and expand existing ones,meeting pre-determined business objectives.

Customer Relationship Management

* Effective management Customer relation Operations,ensuring maximum customer satisfication by providing timely clarification of queries.
* Interacting & developing rapport with all external/internal constituents of clients at all levels, for maximum client retention and achievement of revenues.

Team management

* Incorporating bonded teamwork and managing healthy environment.
* Handling sales representatives and sales men,driving them to achieve pre planned business targets.
* Traning on products,selling skills & Team management.

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| *CAREER HIGHLIGHTS* |

* Instrmental in the selling of liability products like current accounts ,saving accounts,term deposits,demat accounts.
* Responsibility of liability acquisition of Branch
* Managing Team Average 20 fos,2 TL.
* Responsible for Recruitment,Traning and Retaing of Retainers.
* Trained the team to registered the customers to use online banking channels resulting in less footfalls in the branch
* Introduced new process to track and built performance pressure on ebvery sales personnel and business development manegers.
* Successfully managed the sales/marketing operations of branch and co ordination with CPU.
* Implemented time management resulting in effective working of subordinates and timely completion of tasks well within the TAT`s.
* Implemented process to reduce paper work and consolidation of various registers.
* Implemented services through sales.
* Organizing campaign pre-post launch activities for branch.
* Liasoning with event management company and marketing team for branch launch and brand building awareness.
* Coordinating with the branch manager for carrying out various promotionals activities,tie-ups in thje area and get incremental business out of the same.
* Assist the product management team by giving an update on competition activities in the area and suggesting a strategy to counter the activities
* Carry out regular research in terms of area potential,feasibility and suggest location for a new branch launch to the management.
* Customer Service by providing effective solutions to Customer Complaints.
* Respnsible for cross selling Demat accounts,Loan against share,Gift cards,coporate payroll accounts and lead generation for insurance &mutual funds.

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| *ACHIEVMENTS* |

* Worked 6 branches in Mumbai i.e. kalbadevi ,Thane,Chembur,kharghar,Vashi Belapur.
* Reluanched kharghar branch with 450 CASA .
* Trainer freshers obove 150 and set them on the path of career in last two years

**Since May 2004-march 06 as Marketing Representative and Team leader**

* Responsible for achieving personal and team target
* Acquisition of casa business.
* Scurtinzing call sheet ,account opening forms and documents
* Responsible for referral generation and closure.
* Responsible for Diverting the customer to direct banking channel to reduce foot falls in the branch.
* Developed and maintained banking relationships
* Implemented techniques to increase and generate fresh data for telling calling.

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| ***ACADMAI*** |

EDUCATIONAL : B.COM

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| *COMPUTER PROFICIENCY* |

MS- Dos, WINDOWS-95/ 98/2000 / XP, NT, MICROSOFTOFFICE-95, 97, 2000

XP, Internet EXPLORAL.

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| ***PERSONAL DETAILS*** |

Date of Birth : 05TH JULY 1977

Marital status : Married

Hobbies : Net Surfing, Making Friends, Listening Music, Traveling.

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