

SK. NADEEM AHMED

Contact: 91 9966180302 ~ E-Mail: nadeem.chandu@gmail.com

A conversant professional, in quest of challenging assignments in Accounting & Finance, Insurance & Equities market (Secondary market), Banking with a leading organization of high repute

PROFILE SNAPSHOT

- A dedicated and knowledgeable professional having over 3.1 years of experience in Insurance & Equities markets (secondary markets), Banking products, Inventory Management, Risk Analysis.
- Remarkable consumer sales experience within the insurance industry.
- Well experienced in handling customers with various profiles such as businessmen, professionals, software engineers.
- Understand what the client's immediate and future financial requirements are and accordingly integrate this into the suggested plan.
- In-depth knowledge of insurance laws, regulations and processes.
- Ability to interpret insurance policies and insurance coverage.
- Profound ability to earn clients trust.
- Leading sales teams to achieve sales objectives.
- Identifying potential customers in the market.
- Tracking processing of Corporate Actions like stock issue, Stock Dividend, Mergers , Acquisitions, takeovers.
- Demonstrated excellence in overseeing banking operations, account management, including negotiating contracts and agreements to maximize profit.
- Proven ability to juggle multiple account management projects at a time, while maintaining sharp attention to Detail.
- Focused & goal driven with strong work ethics and continuously striving for improvement coupled with commitment to offer quality work.
- A team player & quick learner with sound communication & analytical skills.

ORGANIZATIONAL EXPERIENCE

April 2016 – June 2018 ICICI Prudential as Assistant Manager
From September 2018 to currently as Business development manager

Growth Path:

April 2016- March 2017 Business Trainee- Level 3

April 2017 to June 2018 Assistant Manager

Key Result Areas:

- Mentioning a team involved in supporting function to SBI BANK for boosting business.
- Allocating targets to team members and ensuring accomplishment of desired goals.
- Managed 5 branches and administering smooth business.
- Analyzing executive's requirement and need profile of high net worth individuals.
- Ability to cope with dynamic market conditions and develop sales strategy accordingly. Trained new employees on how to set effective appointments and meet sale quotas.
- Maintain contact with existing clients on an ongoing basis to determine whether their financial needs have changed.
- Maintaining the records and performances reports on weekly and monthly basic of team members for effective functioning for better business.
- Monitored individual performance results and engaged in timely coaching sessions when necessary.
- Recommending insurance and mutual fund products for various portfolios.

ACHIEVEMENTS:

- Acknowledged with Best Performer Award for 2016 -2017 financial year
- Acknowledged with Best Performer Award for 2017 -2018 financial year
- Recipient of gold medals from country head consecutively for 3 times
- Holds the merit of achieving 3 cr in business, relationship with performance and customerservice
- Good team management award from country head

EDUCATION:

- PGDM (Finance, Banking & Insurance) from Siva Sivani Institute of Management, Hyderabad in 2016
- Bachelors in Commerce from Nagarjuna University in 2014
- Certification in Computer Hardware in 2012
- Post Graduate Diploma in Computer Application in 2011
- 12th in Civics Economics and Commerce in 2011
- 10th from Saraswati Vidyalayam in 2008

EXTRA-CURRICULAR ACTIVITIES:

- Actively presented company review on "Idea Cellular"
- Arranged an event "Ad-Ventures" during Samanvay 2014 - an Inter College Fest in SSIM
- Served as the captain for the under-19 Khammam Cricket Team conducted by Hyderabad Cricket Association
- Currently playing 2day cricket league for district cricket association.

PERSONAL DETAILS:

Date of Birth: 9th July, 1992

Address : H. No. - 1-337, Ramannapeta, Mallemadugu, Khammam Languages

Known : English, Hindi and Telugu