



Kusugal area near Mallikarjun temple amminbhavi T/Q Dharawd

Contact Number: 7676561839

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IRSAHADAHAMAD D BANI

OBJECTIVE

To obtain a creative and challenging position in an organization that gives me an opportunity for self-improvement and leadership, while contributing to the symbolic growth of the organization with my skills and knowledge.

EXPERIENCE

TEAM LEADER- UNICOM INFOTECH

June 2016 to October 2017

- Motivated team of call center operators on both inbound and outbound calls.
- Shred product knowledge with customer while making personal recommendation
- Resolved customer complaints by exchange s merchandises refunding money and adjust bills
- Supervised out bond to make certain they answered question knowledge and thoroughly.
- Supervised key areas including marketing, business channel development, team development and revenue generation.
- Handled a team of 15 members.
- Updated computer leads.
- Ensured script was always followed by team member on call.
- Monitored calls by listening in randomly.
- Ran monthly goal content with reward.
- Monitoring in operations and ensuring smooth customer service.
- Developing cross-functional relationships to improve TAT for various processes.
- Mentoring and developing the team to ensure they are equipped with reasoning ability to handle the field related issues.
- Manage the Team of set of Collection Executives of the respective Region.

SALES OFFICER-, EDELWEISS CAPITAL LIMITED

October 2017 to May 2019

- Handling unsecured business loan, secured -loan, loan against properties and equipment finance for entire Bijapur hub.
- Process planning, delivery and implementation.
- Building relationship with bank, financial sector to generate the business lead
- Visit industries trading market, builder generate the business
- Checking the financial eligibility.
- Visiting for PD with branch manager.
- Follow up with the login team till disbursement
- Proper execution of order and dispatch it on time.
- Branch visits for business development and Business growth.
- Partnered with business heads to enhance sales, collections efficiency and reduce portfolio at risk for each branch.
- Established data tracking and MIS management.

ASSISTANCE SALES MANAGER- BAJAJ HOUSING FINANCE

July 2019 to October 2019

KEY ROLE & RESONSIBILITES OF BRANCH OPERATIONS MANAGER:

- Responsible for daily operations and customer service standards of full-service branch office covering all aspects viz branch operations, customer service, security and safety in accordance with the Bank's guidelines.
- Proper authorization of KYC documents.
- Responsible for assigned sales target (monthly quarterly and annually)
- Increases customer satisfaction in difficult situation by taking mortgage consultant escalated calls,
- Checking the financial eligibility.
- Proper execution of order and dispatch it on time.
- Follow up for payment.
- Maintain good relation with client.
- Visiting for PD with branch manager.
- Follow up with the login team till disbursement
- Develop new for client.

SENIOR RELATIONSHIP MANAGER- BAJAJ ALLIANZ LIFE INSURANCE

July 2020 to March 2021

SOME OF THE KEY SALE'S RESPONSIBILITIES HANDLED ARE:

- Managing team size of 22 Sales BDEs and Operation team.
- Handling life insurance for entire belagum, Hubli, Dhawanageri Total of 8 branches.
- Take leader role to guide and support internal team for smooth delivery and maintenance during daily work.
- Perform resource planning deployment tracking and reporting for all assigned team member

- Supervising all the BDEs on daily basis about the business targets & shortfall, there by motivating them to achieve targets,
 - Generate fresh leads through self-sourcing/references.
 - Managing client's requirements and providing them expert advisory services pertaining to selection of right banking products.
 - Managing healthy & cordial relationships with the government clients & officials for expanding business, resolving the queries & complaints for high customer satisfaction & business growth.
 - Motivating each & every BDEs and CREs to achieve MOM targets there by achieving incentives.
 - Guiding each & every BDEs about their career path growth & move on to the next level in organization.
- Hand holding both Ops & Sales team for better work life balance

LOAN ADVISER – AYE FINANCE LTD0

Oct 2021 To July 2022

JOB PROFILE:

- Handling Unsecured Business Loans, Secured - Loans against Properties Finance forentire Mudhol & Bagalkot Hub.
- Responsible for the target for Personal Loan, Home Loan, Business Loan, LAP and for All Liability Products,
- Responsible for the Target and Achievements for the Team.

Technical skill;

- Office tools: MS Office, MS Word, MS Excel.
- Operating Systems: Windows 98/XP
- Rupee Power, Flexicube

ACHIEVEMENTS :

- With a month of my joining able to crack a deal of Properties loan of 1 CR Bijapur branch in 2017.
- April 2019 have been able to close the biggest loan deal of Rs 3 bijapur branch .
- Got appreciations for business loan and insurance from Business leaders.
- Have been rated 3 performance rating.

EDUCATION

- **BBA** from Anjuman science and commerce college, Dharwad in the year 2016
- **PUC Commerce** from Anjuman science and commerce college, Dharwad in the year 2013
- **SSLC** from Shree Shanteshwar High Amminbhavi in the year 2011.

PERSONAL DETAILS

Name: irshadahamad Bani

Date of Birth: 30/05/1995

Father's Name: Dadakhalandar

Current Location: Dharwad

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