

Junaid Kandhro

Sales Manager

As an ambitious and hard-working individual, I am often recognized for my commitment and ability by highly respected companies. I handle multiple tasks on a daily basis competently, working well under the pressure. Frequent acknowledgment of my contribution from senior management illustrates my potential value to your company. I would welcome the opportunity to discuss my suitability in more detail.



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Karachi, Pakistan 📍

linkedin.com/in/junaid-ali-707a07b9 in

WORK EXPERIENCE

Senior unit manager EFU Life Assurance LTD

08/2018 – 12/2019

Pakistan

EFU Life Assurance Ltd., originally Eastern Federal Union Insurance Company Limited, is a Pakistan-based life insurance company.

Achievements/Tasks

- Provides service to clients' changing insurance needs by selling life, health, and disability insurance
- Establishes productive working relationships with clients
- Compiles lists of prospects
- Work with Human Resources staff to recruit, interview, select, hire, and employ an appropriate number of employees
- Training, Supervising and appraising staff, Dealing with customer queries and complaints

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Sales Consultant Jubilee Life Insurance

08/2017 – 08/2018

Karachi

Jubilee Life Insurance Company, known as Pakistani life insurance company which is a subsidiary of Swiss for-profit organization Aga Khan Fund for Economic Development. It is based in Karachi, Pakistan. It is the most profitable among private insurance companies in Pakistan

Achievements/Tasks

- Determines clients' particular needs and financial situations by scheduling fact-finding appointments and determining the extent of present coverage and investment
- Approach Clients via code calling and direct mail to inquire about their insurance situation and giving knowledge about future needs
- Achieve sale's target every quarter

EDUCATION

Bachelor of science Shah Abdul Latif University

01/2018 – 06/2020

Khairpur

Intermediate Govt: degree college Gadap Karachi

2013 – 2015

Karachi, Pakistan

SKILLS

Prospecting

Motivation for sales

Team Management

Sales

Ability to work under pressure

Code calling

Time management

Interpersonal Skills

Decision making

Motivating

HONORS AND AWARDS

Top position in south 2018 (01/2018)

Top Performer In Jubilee Family Takaful south region
(12/2017 – 02/2018)

Achieve H2 Turkey Trip From Jubilee Family Takaful (2018 – 2018)

Achieve H2 Thailand Trip From Jubilee Family Takaful
(03/2018 – 03/2018)

LANGUAGES

English

Professional Working Proficiency

Urdu

Native or Bilingual Proficiency

Sindhi

Native or Bilingual Proficiency

INTERESTS

Traveling

Cooking

Swimming

History