

JAI NARAIAN

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PROFESSIONAL SYNOPSIS

Multi-tasking Sales professional with 16 years of experience in Retail Banking and Financial services. Able to aggressively drive sales growth and profits by leading and developing a friendly sales team who are always highly visible to clients and responsive to their needs. Able to perform multi tasks, handle pressure work as a team member.

ORGANISATIONAL SCAN

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| • ORIENT INSURANCE PJSC (DUBAI) | : | Business Development Manager (Jan 2021 – Till Date) |
| • EXCELLENCE FINANCING BROKING (DUBAI) | : | Team Leader (Jan 2020- Oct 2020) |
| • SWASTI FINANCIAL SOLUTION (INDIA) | : | Team Leader (Feb 2018- Dec 2019) |
| • EMIRATES NBD(DUBAI) | : | Retail Banking Officer (March 2016- Oct 2017) |
| • FIRST GULF BANK (DUBAI) | : | Sr. Sales Officer (Jan 2015 –Dec 2015) |
| • ABU DHABI COMMERCIAL BANK(DUBAI) | : | Sales Officer (March2012-Dec 2014) |
| • CITI BANK (DUBAI) | : | Sales executive (Sep 2010-Feb 2012) |
| • CITI FINANCIAL (INDIA) | : | Team Leader (Oct 2004 - July2010) |

ORIENT INSURANCE PJSC (DUBAI)

Duration – Jan 2021- Till Date (Business Development Manager)

Key Deliverables:

- Responsible for business development of Insurance products.
- Formulating sales strategies for different products.
- Recruitment and management of new business channels.
- Maintain and develop relationships with customers and get referral business.

EXCELLENCE FINANCING BROKING (DUBAI)

Duration – Jan 2020- Oct 2020 (Team Leader)

Credit Cards, Personal Loans, Mortgage Loans

Key Deliverables:

- Responsible for business development of financial products.
- Setting up meeting with potential clients.
- Maintain and develop relationships with existing customers and get referral business.

SWASTI FINANCIAL SOLUTION (INDIA)

Duration – FEB 2018- Dec 2019 (Team Leader)

Home loans, LAP, Insurance

Key Deliverables:

- Actively seeking out new clients for business development.
- Setting up meeting with potential clients.
- Maintain and develop relationships with customers and get referral business.
- Identifying and monitoring the performance of competitors in the market.
- To interact with developers to get business referrals.
- Get the project approval in bank, and give the particular project special offers, get all leads conversion.

EMIRATES NBD (DUBAI)

Duration – MARCH 2016-Oct 2017 (Retail Banking Officer)

CASA, Personal Loans, Credit Cards

Key Deliverables:

- Achieve assigned annual target by driving sales across all customer segments.
- Cordial relationships with corporate level sales and marketing.
- Follow up promptly on any complaints received from customers.
- Interacting with clients regularly to gain feedback on quality & service effectiveness.

FIRST GULF BANK (DUBAI)

Duration –Jan2015 to Dec 2015 (Sr. Sales Officer)

Personal Loans, Credit Cards

Key Deliverables:

- Acquiring new corporate by list them for payroll services, in order to achieve Monthly/Quarterly/Half yearly and Annual sales target.
- Assists clients in resolving complaints about the products or issues that may arise.
- Identifying and monitoring the performance of competitors in the market.

ABU DHABI COMMERCIAL BANK (DUBAI)

Duration –March2012 to Dec 2014 (Sales Officer)

CASA, Personal Loans, Credit Cards

Key Deliverables:

- Achieving the assigned target in terms of revenue.
- Listing of new companies for payroll services and for all other banking products.
- Maintain cordial relationship across all ranks of the department and resolve escalations within TATs.
- Providing excellent customer service to clients.

CITI BANK (DUBAI)

Duration – Sep 2010- Feb 2012 (Sales Executive)

Key Deliverables:

- Responsible for personal loans and credit cards target on monthly basis.
- Engage regularly and exploring new corporate for payroll listing.

CITI FINANCIAL (INDIA)

Duration – Oct. 2004 to July 2010 (Team Leader)

Key Deliverables:

- Responsible for team target on monthly basis.
- Handling 10 members of team.

MAJOR CLIENTS PORTFOLIO

UNION MOTORS
HYOSUNG CORPORATION
BAUSCH AND LOMB
GREY WORLDWIDE
DUBAI POLICE
ABU DHABI POLICE
FARNEK SERVICES
BARLOWORLD LOGISTICS
MINISTRY OF INTERIOR
ABU DHABI NATIONAL GENERAL CONTRACTING
DILLINGER MIDDLE EAST
THONG YONG MARINE SERVICES
BVLGARI
RADISSON BLU

ACADEMIC CREDENTIALS

- Graduate in Commerce (B.com) from Kurukshetra University in the year 2004.
- Sr. Secondary (Commerce) in the year 2001.
- Higher Secondary in the year 1999.

TECHNICAL KNOWLEDGE**Computer Awareness**

One year advanced diploma in computer applications.
(State Board of Technical Education, Chandigarh, India)

PERSONAL DOSSIER

Date of birth	:	27 th march, 1984
Nationality	:	Indian
Marital Status	:	Married
Languages Spoken	:	English & Hindi
Valid Passport	:	Yes
Valid Driving License	:	Yes