

Shaik Uddin

Sales officer - UNION NATIONAL BANK

Abu Dhabi

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- ❖ Seeking challenging and rewarding position in your organization that utilizes my expertise
- ❖ An excellent planner with proven abilities in accelerating growth, generating customer loyalty levels and serving Retail and corporate sector customers effectively.

WORK EXPERIENCE

Sales officer

UNION NATIONAL BANK - Abu Dhabi - October 2015 to Present

Department: Sales (credit cards)

Location: Abu Dhabi

RESPONSIBILITIES:

- Create new relationship and exploit opportunities by visits, telephone or persuade customers to purchase bank's products (fresh business) to achieve the assign target
- Maintain good relationships with key organizations and their employees
- Call on potential customers to cross sell bank products
- Explain products' value and capabilities to customers
- Obtain referrals from all new and potential customers
- Handled and resolved any complaints or concerns from customers.
- Maintaining monthly submissions & targets on daily basis
- Involved in retrieval of documents from other bank

WORK EXPERIENCE IN UAE:

Relationship Officer

COMMERCIAL BANK INTERNATIONAL - Abu Dhabi - February 2015 to October 2015

Department: Sales (credit cards)

Location: Abu Dhabi

RESPONSIBILITIES:

- Identifies potential clients using advertising companies, personal contacts
- Generating fresh data from the market
- Maintaining good relationship with existing customers
- Build enough data base by doing marketing activity
- Telephonic calls to fix an appointment
- Fixing an appointment and closing the deals
- Provide regular market feedback as well as inputs for formulation of sales strategy
- Maintaining monthly submissions & targets on daily basis.

WORK EXPERIENCE IN UAE:

Relationship Officer

DUBAI FIRST - Abu Dhabi - January 2014 to December 2014

Department: Sales (credit cards)

Location: Abu Dhabi

RESPONSIBILITIES:

- Mainly focus on listing the new companies
- Generating fresh data from the market
- Maintaining good relationship with existing customers
- Help customers during the card process.
- Maintaining monthly submissions & targets on daily basis.

WORK EXPERIENCE INDIA

Customer service executive

MUTHOOT FINANCE - Hyderabad, Andhra Pradesh - June 2011 to December 2013

Department: Loan against gold

Location: Hyderabad.

EDUCATION

MBA in Finance

Osmania University

2012

B. COM in Commerce

Osmania University

2010

Board of secondary

2004

ADDITIONAL INFORMATION

PROFESSIONAL SKILLS:

- Over (5) years of experience in Banking and Financial Service.
- Public Relation skills and Customer service.
- Excellent communication skills, Active team member, highly organized, Disciplined and self-motivated.