



BABITHAMOL.B

Sales Officer

📍 Dubai, UAE | ☎ +971 56 768 5827 | ✉ bubblybabithamails@gmail.com

About Me: Experienced Professional Financial Advisor & Sales Officer who successfully manages projects in insurance/banking sector. Excels at interfacing with team members at all level to meet and exceed organizational goals. Operates well in a high-competitive environment in which leadership skills are the key to success. Added extensive experience in sales sector make me the best of my profession.



EXPERIENCE

6 Years

SALES OFFICER – CREDIT CARDS – JAN, 2020 – TILL DATE

Standard Chartered Bank - UAE

Khalid Bin Al Waleed Rd - Dubai, UAE



Job description

- Increase credit card customers
- Engage and educate customers on product usage
- Convey brand information to customers and respond to questions/inquiries that arise
- Responsible for daily/monthly sales targets
- Investigate and address competitors' activities.
- Prioritize and schedule proactive calls to organization's accounts
- Update and manage contact database with accurate profiles, notes, and relevant information
- Undertake training on the firm's markets and products, and improve on selling skills
- Match sales opportunities that cover other products involving various sales representatives
- Assist in the implementation of sales & marketing strategies

FINANCIAL ADVISOR - 2016-2019

Gateway Insurance Brokers LLC.

Khalid Bin Al Waleed Rd - Dubai, UAE



Job description

- Fixing Appointment through direct call and get meetings.
- Talking to clients to determine their expenses, income, insurance coverage, financial objectives, tax status, risk tolerance, or other information needed to develop a financial plan.
- Answering client questions about financial plans and strategies and giving financial advice.

- Advising strategies for clients in insurance coverage, investment planning, cash management and other areas to help them reach financial objectives.
- Complete the sales process of investment and Protection plan
- Do primary underwriting
- Managing and updating client portfolios.
- Contacting clients regularly to discover changes in their financial status.
- Building and maintaining your client base.

ASSISTANT SALES OFFICER - LOAN – 2014-2016

Axis Bank Limited

Panampilly Nagar Ave, Kochi,
Kerala 682036, India





Job description

- Survey of property
- Keeping statistical and financial records
- Preparing publicity materials and displays
- Represent Meeting
- Achieve Sales target

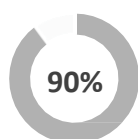


EDUCATION

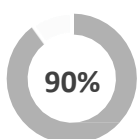
Academic Qualifications	Institution	Board/University	Month & Year of Passing
BBA	 IIMS COCHIN - PALAKKAD - MUNNAR Indian Institute of Management Studies	 MAHATMA GANDHI UNIVERSITY KOT TAYAM विद्यया अमृतमश्नुते	2017
+2 - Science	HSS Alappuzha, Kerala, India	Kerala Board	March 2013
S.S.L.C	St. Joseph's HSS for Girls Kerala, India.	Kerala Board	March 2011



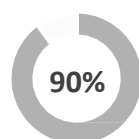
SKILLS



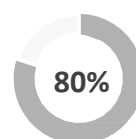
MS Office



Windows 10/7



Internet &
Communicative
Tools



Marketing
Communication



LANGUAGES

English ★★★★★

Hindi ★★★★★

Tamil ★★★★★

Malayalam ★★★★★



PERSONAL DETAILS

DOB : 15/10/1995
Marital Status : Single
Domicile : India
Passport No : N687616
Date of expiry : 02/07/2025
Visa Status : Employment Visa
Address : Kodiveedupurayidom, Alumparambu
Arattuvazhy P.O, Alappuzha, Kerala
India. Pin code: 688007



REFERENCES

Available upon request

DECLARATION

I do hereby declare that the above furnished details are correct and true up to the best of my knowledge and belief. I am confident that if am given an opportunity to serve your esteemed organization, I will prove to be an asset.

Babithamol B
30 August 2020