



MUHAMMED FAZIL

BUSINESS MANAGEMENT/CLIENT RELATIONSHIP

Deira, Dubai
United Arab Emirates

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SUMMARY

Business management professional with experience in sales, relationship management, and accounts. Highly motivated individual looking for challenging opportunities to enhance the skills to achieve greater customer satisfaction.

EDUCATION

Master of Business Administration- Finance

Bharathiar University
2021- 2023

Bachelor of Business Administration University of Calicut, Kerala

2017

TRAININGS & CERTIFICATIONS

Tally ERP 9
2018

COMPUTER SKILLS

Tally ERP 9
MS Office

LANGUAGE KNOWN

English
Hindi
Malayalam

PERSONAL DETAILS

Date of Birth : 21-04-1995

Passpot No: N1191958

VISA Status : Visit VISA

PERSONAL REFERENCE

Dinesh S
Branch Operation Manager | Axis Bank
E: dinesh.s@axisbank.com

Siju Sukumar
Branch Manager | Axis Bank
E: sijusukumar@axisbank.com

WORK EXPERIENCE

Relationship Officer Axis Bank

Nov 2020- Sep 2021

- Manage multiple accounts for loans of Axis Bank India Limited Pon-nani branch
- Profile management and verification of different customers from a wide variety of backgrounds
- Advice customers about the best practices and changes in the state and central laws
- Document handling for loans, profile, and account opening to enhance the operation of the department
- Account management to achieve a quarterly target
- Face to face meeting with different stakeholders to handle day to day operations
- Customer relation and profile management at the loan section.
- Risk assessment of customers

Shop In-Charge Souque Zafran -United Arab Emirates

Jul 2019- July 2020

- Handling accounts and cash flow of the business.
- Cultivate a relationship with new customers to achieve sales objective and provide insight into new products, features, and options
- Handling logistics and shelf life management for optimum profit
- Handling stock delivery and invoicing
- Supervising store employees and handling their leaves

Sales Executive Honda Pvt Ltd.

April 2018 - April 2019

- Face to face meeting with customers regarding new models of products and their features
- Maintaining accurate sales record for growth reporting and day to day analysis
- Contribute insight about the market demand for sales strategy and sales margin decision
- Responding to general email and telephone enquiries from customers regarding various quotations
- Product presentation to canvas new customers
- Analyzing sales performance on a regular basis to maximize target
- Cultivate a relationship with new customers to achieve sales objective and provide insight into new products, features, and options
- Updating head office about the market demand and expectation for strategy planning