**ABDUL WAHAB KURESHI**

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***Middle level Assignments in Sales & Marketing with an organization of Repute***

**SYNOPSIS**

* Nearly 19 years’ Experience in Business Development, Sales & Marketing, Client Relations Management, Channel Management and Team Management.

**Sales & Marketing**

**Business Development**

**Channel Management**

**Relationship Management**

**Team Management**

* Associated with **KARVY PRIVATE WEALTH.**

 **(Division of Karvy Stock Broking Limited)**

 **Associate Vice President – Ahmedabad (Wealth Group )**

* Responsible selling all product PMS, WMS PRODUCT,LIFE INSURANCE ,GENERAL INSURANCE , HEALTH INSURANCE , MUTUAL FUND ,FIXED DEPOSIT , BONDS , N.C.D, EQUITY, COMMODITY, CURRENCY, DEMAT ACCOUNT…
* We have Worked with Ultra HNI and High Net worth Individual and Director of Ltd and Private ltd company across the Region..
* Sourcing of all Private ltd and SME Companies across Region….
* A keen analyst, highly skilled in market / sales forecasting, quick to identify & formulate strategies to exploit business opportunities with Private Ltd and SME companies …
* Demonstrated ability in restructuring operations to revitalize business.
* Exhibited excellence in building new territories & expanding opportunities within existing client base.
* Distinction of leading & managing operations that have contributed high growth rates on very long term.
* Outstanding relationship building, training & presentation skills. Intelligent & driven to succeed.

**CORE COMPETENCIES**

* Overseeing the sales & marketing operations, thereby achieving increased sales growth.
* Identifying new streams for revenue growth and developing marketing plans to build consumer preference.
* Maintaining branch records & periodically submitting the reports to HO for decision-making purposes.
* Managing the sales and marketing operations for promoting products and accountable for achieving business goals and increasing sales growth..
* Updating on the availability of new products catering to the industries.
* Handling customer queries for better turnaround time and customer satisfaction. Identifying prospective clients, generating business from the existing clientele to achieve business targets.
* Interacting with the clients on a regular basis & providing redresses to all their queries, complaints & handling all client relation.
* Recruiting, leading, mentoring & monitoring the performance of multi level team to ensure process efficiency and meeting of targets

 **WORK EXPERIENCE**

 **Since June ’19 to Jan ’20 - Karvy Private Wealth Ahmedabad.**

(Division of Karvy Stock Broking Limited )

 **Associate Vice President (Wealth Management Group )**

**Responsibilities:**

\* Responsible selling all product PMS, WMS PRODUCT,LIFE INSURANCE ,GENERAL INSURANCE , HEALTH INSURANCE , MUTUAL FUND ,FIXED DEPOSIT , BONDS , N.C.D, EQUITY, COMMODITY, CURRENCY, DEMAT ACCOUNT…

\* Administering Cost Centre and leading a team of Qualified Relationship Managers for Generating Revenue through the existing client in Branches and direct client Acquisition in market for all Wealth Management Products.

\* Solely responsible for Sales & Business development of Ahmedabad Leading a team of 10 qualified Sales professionals..

 **Aug ’18 to May 2019 – Aditya Birla Capital**  **Limited Bhavnagar .**

 **Sr**.**Cluster Manager (Bancasurance HDFC Bank )**

**Responsibilities:**

@ Responsible for selling All Insurance product BUSINESS INSURANCE ,LIFE INSURANCE ,PARTNERSHIP INSURANCE

* Company Decided and Moved our work From SME Channel to Banca Channel with HDFC Bank at Bhavnagar Location..
* Taken care of All Bhavnagar City cluster Amreli, Palitana, Shihor, Mahuva, Rajula, Talaja, Babra, Adhewada Across outside 13 location of HDFC Bank Branch ..
* We have 75 sales RM in total 13 HDFC Bank Branch Across location in Bhavnagar Cluster.
* We have 5 Dedicated Relationship Manager for mapped all Branch in HDFC Bank .
* We worked on Daily basis with all parameters of Sales, Morning Scrum and Hurdle meeting , joint call with All branch Manager and sales RM during the Day Activity ..
* We have done all sales activity in Bank and responsible for sales Target of Branch .
* Sourcing of all Bank Account Customer with BM and Sales RM in Private ltd and SME Companies across Region….
* A keen analyst, highly skilled in market / sales forecasting, quick to identify & formulate strategies to exploit business opportunities with SME and Private Ltd company …
* Demonstrated ability in restructuring operations to revitalize business.
* Solely responsible for Sales & Business Development of Across the Region in Bhavnagar Cluster of all HDFC Bank Branch Employee.

 **Aug ’17 to Aug ‘18 - Aditya Birla Capital**  **Limited Ahmedabad .**

 **Regional Development Manager (SME Group )**

**Responsibilities:**

@ Responsible for selling All Insurance product BUSINESS INSURANCE ,LIFE INSURANCE ,PARTNERSHIP INSURANCE

* Sourcing of all Private ltd and SME Companies across Region….
* A keen analyst, highly skilled in market / sales forecasting, quick to identify & formulate strategies to exploit business opportunities with SME and Private Ltd company …
* Demonstrated ability in restructuring operations to revitalize business.
* Solely responsible for Sales & Business development of Across the Region in SME and Private ltd Companies

 **May ’16 to Aug ‘17 -** **Angel Broking**  **Limited Ahmedabad .**

 **Center Manager (Wealth Management Group)**

**Responsibilities:**

\* Responsible selling all product PMS, WMS PRODUCT,LIFE INSURANCE ,GENERAL INSURANCE , HEALTH INSURANCE , MUTUAL FUND ,FIXED DEPOSIT , BONDS , N.C.D, EQUITY, COMMODITY, CURRENCY, DEMAT ACCOUNT…

\* Administering Cost Centre and leading a team of Qualified Relationship Managers for Generating Revenue through the existing client in Branches and direct client Acquisition in market for all Wealth Management Products.

\* Solely responsible for Sales & Business development of Ahmedabad Leading a team of 10 qualified Sales professionals..

 **SPECIAL ACHIEVEMENTS**

* Achieved “ BALI ” by Qualified Life Insurance contest of “Exotic BALI ” in JAS Quarter 2016.

 **June’14 to May’16 - Anand Rathi Shares & Stock Brokers Limited.**

**Area Sales Manager- Gujarat (Cross Sell Product)**

**Responsibilities:**

* Responsible for three Branches (Ahmedabad, Baroda, Surat) working all Privilege Relationship Manager in Gujarat for monthly RSR and Target..
* Responsible selling all product PMS, TRUST, STRUCTURE PRODUCT,LIFE INSURANCE ,GENERAL INSURANCE ,HEALTH INSURANCE ,MUTUAL FUND,FIXED DEPOSIT,BONDS,NCD,EQUITY,COMMODITY,CURRENCY DEMAT ACCOUNT…
* Administering a cost Centre and leading a team of qualified Relationship managers for generating revenue through the existing client in Branches and direct client Acquision in market for all Wealth Management Products.
* Solely responsible for Sales & Business development of Ahmedabad, Baroda, Surat Branches

Leading a team of 10 qualified Sales professionals (PRM) Acquiring revenue for the three centre…

**SPECIAL ACHIEVEMENTS**

* Achieved “ BANGKOK ” by qualified Life Insurance contest of “Exotic Bangkok” in OND Quarter 2014.

**Oct.’13 to June’14 - Reliance Capital Limited (ADAG Group)**

**Branch Manager – Ahmedabad (Loyalty DM - Life Insurance)**

**Responsibilities:**

* Responsible for LMS system and working for all Sales Manager for monthly target.
* Administering a cost Centre and leading a team of qualified sales managers for generating revenue through the existing client in Lead Management System and Wealth Management Products.
* Solely responsible for Sales & Business development of Ahmedabad Branch.
* Leading a team of 6 highly qualified Sales professionals. Acquiring revenue for the centre.

**SPECIAL ACHIEVEMENTS**

* Achieved “TRIP TO BANGKOK ” by qualified contest of MISSION THAILAND in NOV-DEC 201

**Oct.’08 to Oct.’13 - Angel Broking Limited Ahmadabad.**

**Area Sales Manager (Equity – Wealth Management)**

**Responsibilities:**

* Administering a cost Centre and leading a team of qualified Team Leaders and branch managers for generating revenue through the equity broking and Wealth Management Products.
* Solely responsible for Sales & Business development of North Central Gujarat Region.
* (Handling the Branch of Ahmedabad , Anand , Gandhi Nagar)
* Leading a team of 45 Sales professionals.
* Devising & deploying strategies for boosting the sales of the product.
* Leading & guiding the team for acquiring revenue for the centre.
* Analyzing the market by initiating market research activities.
* Handling an array of financial products with adherence to the statutory compliance in the market.

**SPECIAL ACHIEVEMENTS**

* Achieved “SILVER OSCAR AWARD” in 1st & 2nd quarter of 2009
* Achieved “GOLD OSCAR AWARD” in 3rd quarter of 2009
* Achieved “TRIP TO SINGAPORE” by qualified contest of MISSION UDAAN in Dec.2009
* Achieved “BIG BOSS-1” PMS contest for “DUBAI” in 1st quarter of 2010.
* Achieved “BIG BOSS-2” PMS contest for “Bangkok” in 2nd quarter of 2010.
* Achieved “32” inch LCD (Panasonic) for Life Insurance contest in 3rd quarter of 2010.
* Achieved “ KHIMSAR CONTEST(Rajasthan) for Life Insurance contest in 4th quarter of 2010
* Achieved Target of every quarter and get Addition perks of Sudexo Vouchers & HDFC Gift Card.
* Achieved “DABANGG CONTEST” in 1st quarter (JFM) of 2011.
* Achieved “IPL MATCH CONTEST” in 2nd quarter (AMJ) of 2011.
* Achieved “ENFILD BULLET BIKE CONTEST” in 3rd quarter (JAS) of 2011.
* Achieved “ANGEL WEALTH SUMMIT-SRILANKA CONTEST” in 4th quarter (OND) of 2011.
* Achieved “BOND 2012 TASHKENT CONTEST” in 1st quarter (JFM) OF 2012.
* Achieved “LION KING SAFARI SOUTH AFRICA CONTEST” in 2nd & 3rd quarter (AMJ & JAS) of 2012.
* Achieved “HONG KONG GRAND PRIX CONTEST” in 1st quarter (JFM) of 2013.

**Feb’06 to Oct ’08 - LKP Securities Limited Ahmedabad.**

 **Branch Manager (Mutual fund Dept)**

**Responsibilities:**

* Produce annual credit reviews of funds and conduct financial agreement compliance reviews of funds.
* Evaluate business plans' viability, capital structure, business development of HNI Clients.
* Responsible for the day to day functions of the Investment Advisory and Mutual Fund Distribution department.

**Feb’02 to Jan’06 - Smart Investment. Ahmedabad**

 **Sr. Relationship Manager**

* Responsible selling all product LIFE INSURANCE ,GENERAL INSURANCE ,HEALTH INSURANCE ,MUTUAL FUND,FIXED DEPOSIT,BONDS,NCD…
* Solely responsible for Sales & Business development of Ahmedabad Branch.

 Leading a team of six highly qualified Sales professionals. Acquiring revenue for the centre of Branch..

**Aug'99 to Jan'02 - Eureka Forbes India Limited. Ahmedabad**

**Team Manager.**

* Responsible selling FMCG Product of Vaccum Cleaner for house hold and industrial cleaning Machine.
* Solely responsible for Sales & Business development of Ahmedabad Branch.

Leading a team of 6 highly qualified Sales Executive,

Acquired New customer and complete the monthly Target and revenue for the Branch..

**EDUCATIONAL QUALIFICATION**

* B.Sc. In (CHEMISTRY) from Gujarat University with Pass Class in 1996.
* HSC Science Stream from GHSEB With 2nd Class in 1992.

**COMPUTER IT SKILLS**

* Diploma in Computer Science with GRADE A.

 Operating Systems: - Windows XP, 2000, 2003, 2007, Vista, Linux, Microsoft Outlook

**KNOWLEDGE OF FINANCIAL MODULE**

* Certificate Holder of IRDA
* Certificate Holder of ARN HOLDER (AMFI)

**PERSONAL DETAILS**

Passport Detail : **J 0324538( Issue Date 20/04/2010 – Date of Expiry 19/04/2020)**

Date of Birth: 9th Feb. 1975

Languages Known: English, Hindi, and Gujarati

Address: 349, Sattar Manzil, B/H Good Luck Hotel, Ronak Bazaar, Ranip, Ahmedabad.

Marital Status: Married

Hobbies & Interests:Build Relationship **,** Reading , Music, Traveling.