

FAIZAN KHURSHEED

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DOB 15/11/1994

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Objective

To attain a responsible career opportunity in a renowned organisation so as to fully utilize my skills and knowledge in offering the products while making a significant Contribution in the success of the Organisation.

Education

Model Institute Of Engineering And Technology, Jammu

MBA

2019 — 73.41

Islamic University of Science and technology, Awantipora

BBA

2017 — 87.6

Jammu and Kashmir State Board Of School Education

12th

2012 — 80.4

Jammu and Kashmir State Board Of School Education

10th

2010 — 85.5

Experience

ICICI PRUDENTIAL Life insurance company

25th June 2019 - 31st August 2020

Agency Development Manager

Job Responsibilities:-

1. Develop various sources of agent hiring & build a team of agent & agent pipe line.
2. Recruit quality agents as per the standards defined by the company.
3. Development of agent prospecting habits, calling habits and work habits.
4. Work with agent on planning and reviewing of activities and goals.
5. Identify the training needs of the agent and work with Trainers to improve the same for meeting Business Targets.
6. Improve agent productivity and retention.

HDFC Bank

June 2018 - July 2018

Internship

Project Area: Marketing.

Project Title: The Service Quality and Customer satisfaction of HDFC Bank in Jammu and Kashmir.

Learning Outcomes Of The Project :-

- The Service quality of HDFC Bank on the basis of RATER (Reliability, Assurance, Tangibility, Empathy, Responsiveness) .
- Customer Satisfaction level which is the major factor to build customer loyalty.

Activities

INDUSTRIAL EXPOSURE:

- A visit to Chenab Textile Mills, Jammu where I came across the Management and Technology related to their products and distribution.
- Visit to SEBI, Jammu twice for Financial Education Program which helped to know various functions of SEBI and its Regulations.
- Attended one week workshop at big bazar Jammu.

Achievements & Awards

- I. Online Certification course authorized by Indian School of Business and offered through course era on "Introduction to Financial Markets".
- II. Certificate of Merit for securing rank 1 by Learning PUNDITS in online contest "Math Whiz"
- III. Certificate of participation for visit to SEBI twice on 5th February 2018 and 30th August 2018.

Skills

- Basic Knowledge of Microsoft Word, Microsoft Excel and Microsoft PowerPoint

Interests

- Sketching
- Crfating
- Calligraphy

Language

English , Urdu , Hindi, Kashmiri

Additional Information

I hereby declare that all the information given above is correct to the best of my knowledge and belief.

Date

09 November 2020

Place

Srinagar

Faizan

Signature: _____

Faizan Khursheed