



Mohammed Wasim Ansari

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ABOUT ME

Bilingual Branch Manager skilled at motivating diverse staff to meet customer needs. Hard-working and dedicated with strong planning, project management and leadership abilities.

WORK EXPERIENCE

Branch Incharge

Modern Exchange CO. LLC [05/2019 – Current]

Country: Oman

- Maximised branch revenue by optimising operations.
- Mentored staff to increase sales success and productivity.
- Developed annual branch business plans for maximum profitability and effectiveness.

Sales Manager

Fincity (Apya Capital) [08/2018 – 04/2019]

Country: India

- Liaised with potential customers to determine needs and provide recommendations.
- Maintained friendly and professional customer interactions.
- Resolved complaints by exchanging merchandise, refunding money and adjusting bills to achieve customer retention.

Sales Executive

D.H.F.L (Dewan Housing Finance Limited) [02/2017 – 07/2018]

Country: India

- Planned and coordinated product sales to exceed revenue projections and growth targets.
- Contacted current and potential clients to promote, upsell and cross-sell products and services.
- Contacted customers to set-up appointments, monitor satisfaction levels and upsell additional offerings.

Sales Executive

ICICI Bank [01/2016 – 01/2017]

Country: India

- Referenced weekly sales ad and promotional signage to verify and enforce correct pricing.
- Contacted current and potential clients to promote, upsell and cross-sell products and services.
- Contacted customers to set-up appointments, monitor satisfaction levels and upsell additional offerings.

Relationship Officer

Mashreq Bank [12/2014 – 06/2015]

Country: United Arab Emirates

- Leveraged working knowledge of banking products to create new client relationships.
- Reviewed and assessed client credit and investment history.
- Identified market opportunities to grow new business across dedicated accounts.

Sales Executive

HDFC Bank [11/2011 – 11/2014]

Country: India

- Contacted current and potential clients to promote, upsell and cross-sell products and services.
- Participated in continuous product development training to maximise sales potential.
- Closed large sales to exceed quota and align with company targets.

Office Assistant

Lotus S.A.P Institute [01/2004 – 04/2006]

Country: India

- Managed receptionist area, greeting visitors and responding to telephone and in-person enquiries.
- Responded promptly to incoming phone calls and emails for prompt, professional correspondence.
- Created filing system for contracts, records and reports.

Sales Executive

Garn Tan Advertisement [04/2001 – 12/2003]

Country: India

- Showcased product features and benefits to drive sales.
- Referenced weekly sales ad and promotional signage to verify and enforce correct pricing.
- Contacted customers to set-up appointments, monitor satisfaction levels and upsell additional offerings.

EDUCATION AND TRAINING

M.B.A (H.R)

Welingkar Institute Of Business Management

City: Maharashtra

Country: India

T.Y.B.A. Certificate Passed

Bhavans College- University of Mumbai [2011]

City: Maharashtra

Country: India

S.Y.B.A. Certificate

Bhavan's College- University of Mumbai [2010]

City: Maharashtra

Country: India

F.Y.B.A. Certificate

Bhavan's College- University of Mumbai [2009]

City: Maharashtra

Country: India

HSC

Robert Money Technical College [2008]

City: Maharashtra

Country: India

SSC

Woolen Mills High School [2001]

City: Maharashtra

Country: India

LANGUAGE SKILLS

Mother tongue(s): **Hindi**

Other language(s):

English

LISTENING C2 READING C1 WRITING C1

SPOKEN PRODUCTION C1 SPOKEN INTERACTION C1

Urdu

LISTENING C2 READING C1 WRITING C1

SPOKEN PRODUCTION C2 SPOKEN INTERACTION C2

Marathi

LISTENING C1 READING B1 WRITING B1

SPOKEN PRODUCTION B2 SPOKEN INTERACTION B2

Arabic

LISTENING B2 READING B2 WRITING B1

SPOKEN PRODUCTION B1 SPOKEN INTERACTION B1

Levels: A1 and A2: Basic user; B1 and B2: Independent user; C1 and C2: Proficient user

DIGITAL SKILLS

Microsoft Word / Microsoft Office / Microsoft Excel / 2003 Outlook / Microsoft Powerpoint / Tally 7.1

ORGANISATIONAL SKILLS

SKILLS & STRENGTHS

- Marketing and promotions
- Business development expertise
- Employee management
- Sales expertise
- Financial analysis and planning
- Interpersonal communication
- Proficient in Sage
- Financial administration
- Customer Service
- Excellent time management
- Financial analysis
- Excellent work ethic
- Risk management expertise
- Staff performance evaluations
- Financial Advising
- Distribution management
- Project Management
- Employee training
- Relationship Management

- Salesforce
- Process Improvement
- Account analysis expertise
- Team Leadership
- Bank security expert
- Devising business strategies
- Business development
- Basic mathematical aptitude
- Documentation development