

# GAZI NAYEEM PIR

SALES MANAGER

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EMAIL | gazifahad9710@gmail.com  
LOCATION | Srinagar, INDIA  
EXPERIENCE | 4 Years 3 Months

## Key Skills

- Sales
- Sales Executive
- Customer Service
- Customer Service Executive
- Customer Service Operations
- Customer Service Associate

## Languages

- English

## Profile Summary

Experienced Senior Sales Executive with a strong track record of driving sales growth and expanding into new markets. Skilled in cultivating and nurturing client and partner relationships to maximize sales opportunities. Proven expertise in strategic sales planning and execution. Recognized for consistently exceeding sales targets and delivering exceptional customer satisfaction. Adept at identifying market trends and capitalizing on emerging opportunities to drive revenue growth. Looking to leverage extensive experience and achievements to drive business success in a dynamic sales leadership role.

## Work Experience

### Sales Manager

ICICI Bank

09/2022 - 07/2024

Credit appraisal: Understanding a client's business, financials, and assets to prepare a quality appraisal note

Documentation: Coordinating with internal groups to facilitate the disbursement of funds and complete post-disbursement documentation

Banking products: Offering banking products to clients across the financial spectrum

Relationship management: Maintaining relationships with large and mid-corporates

Cross-selling: Cross-selling new products and services to new and existing customers

Sales targets: Achieving sales targets for CASA and other products

Customer guidance: Providing guidance and advice to customers about products and services

### Personal Loan Officer

**HDFC Bank**

05/2019 - 01/2022

Sales: Selling banking and investment products and services to new and existing customers

Customer service: Handling customer queries and maintaining existing client relationships

Marketing: Conducting marketing activities and traveling to meet new customers

Business development: Researching businesses and industry trends to identify new business opportunities

Sales targets: Setting and achieving sales targets

Compliance: Complying with KYC/SEBI rules and other regulatory guidelines

Training: Training and mentoring sales team members

Networking: Attending conferences and other industry events

Presentations: Preparing client presentations and materials

Negotiation: Negotiating business terms with clients

## **Seller Partner Support**

Amazon

01/2022 - 07/2022

Customer service: Resolving issues, providing prompt service, and maintaining a positive attitude

Technical support: Diagnosing and solving technical, operational, and system issues

Process improvements: Developing internal documentation and contributing to process improvements

Teamwork: Working well with others and helping team members when needed

Performance metrics: Maintaining quality, productivity, and attendance metrics

Communication: Demonstrating effective written and oral communication

Escalation: Escalating issues to the appropriate teams when needed

Research: Conducting research to address customer concerns

## **Sales Manager**

Paytm

10/2024 - Present

## **Education**

