

Azra Nasim

Sales And Marketing

Contact

Address

NEW DELHI, DELHI, 110025

Phone

09718296503

E-mail

azranasim09@gmail.com

Skills

Immigration Inquiries

Visa applications

Team building

Customer service

Team management

Process improvement

Supervision

Problem resolution

MS Office

Relationship development

Supplies counseling on immigration policies and procedures and effectively handles elevating questions and problems to alleviate key barriers and core problems. Excels in multicultural global environment and collaborates with employees at all levels to meet objectives. Hardworking ,professional offering many years of positive industry contribution to add value to committed team.

Multi-talented consultant consistently rewarded for success in planning and operational improvements. Experience in policy development and staff management procedures positively impacting overall morale and productivity.

Work History

2019-05 -

Immigration Consultant

2020-04

Y Axis Solutions Pvt.Ltd, NEW DELHI, DELHI

- Created and managed processes and procedures to coordinate documentation for visa processing on immigrant and non-immigrant applications.
- Collaborated with individuals and families to evaluate applications and determine eligibility for resettlement transitions.
- Collaborated with outside counsel to interpret and apply technical immigration policies and procedures.
- Explained visa rules and regulations to comply with Department of Labor and Department of State standards.

2013-01 -

Senior Health Insurance Counselor

2017-08

Max Bupa Health Insurance Company, NEW DELHI, DELHI

- Handled **50+** calls per **day** to address customer inquiries and concerns.
- Resolved conflicts and negotiated mutually beneficial agreements between parties.
- Resolved **many type of** problems, improved operations and provided exceptional client support.

operations and provided exceptional client support.

- Worked with [all kind of](#) customers to understand needs and provide [them the](#) services.
- Increased customer satisfaction by resolving [Product or Service](#) issues.

2011-09 -
2012-12

Business Development Manager

Eco Innovative Solutions Pvt Ltd, NEW DELHI, DELHI

- Identified and pursued valuable business opportunities to generate new company revenue and improve bottom line profit.
- Devised SWOT analysis to create and execute business plan supporting achievement of established quotas.
- Established relationships with key decision-makers within customer's organization to promote growth and retention.
- Created reports and presentations detailing business development activities.
- Developed new business by networking with prospects and valuable customers at [Type](#) and [Type](#) events.

2010-04 -
2010-10

Business Development Executive

Advent Infosoft, NEW DELHI, DELHI

- Delivered campaigns to solidify new client opportunities and generate new business.
- Created strategic and tactical sales initiatives for forward planning to meet key objectives.
- Executed calling campaigns targeting direct end-user prospective accounts.



Education

2003-01 -

Bachelor's of Science: Zoology

2007-08

IGNOU - DELHI

2009-01 -

**Post Graduate Diploma in Management:
Marketing Management**

2011-06

*K.R.MANGALAM GLOBAL INSTITUTE OF MANAGEMENT -
NEW DELHI*