



ADNAN HASHMI

SALES EXECUTIVE

Dubai , 00000, United Arab Emirates

0505939502

adnanhashmi0055@gmail.com

ABOUT ME

As a customer-focused sales professional, I bring a wealth of experience to the table, with a proven track record of driving company profits over a solid six-year career. My expertise lies in skillful negotiating, strategic prospecting, and meticulous productivity planning. I am eager to find new opportunities where I can deploy these skills to generate significant growth and success.

LANGUAGES

HINDI

ENGLISH

URDU

PERSONAL DETAILS

Date of birth
13/08/1996

Nationality
India

Visa status
Employment Visa

Marital status
Single

REFERENCES

MAKRAM TRABELSI
Mycon Marketing (Moativ)
T: +971 52 238 7708
E: Makram@moativ.ae

WORK EXPERIENCE

**MYCON
MARKETING(ENBD)**
Dubai
Nov 2024 - Present

Sales Executive

- **Digital Marketing:** Utilize online channels such as social media, email marketing, and search engine optimization (SEO) to reach potential customers.
- **Referral Program:** Implement a referral program to incentivize existing customers to refer friends and family.
- **Partnerships:** Partner with businesses and organizations to offer exclusive deals and promotions.
- **Events:** Host events and seminars to educate potential customers about personal loans.
- **Telemarketing:** Utilize telemarketing to reach potential customers and generate leads.

**PACT EMPLOYMENT
SERVICES (RAK
BANK)**
Dubai
Oct 2023 - Nov 2024

Sales Executive

- Maintained strict adherence to company policies and procedures to ensure compliance and operational excellence.
- Conducted sales calls and engaged in promotional activities to introduce credit card and personal loan products to potential customers.
- Executed fieldwork to expand business reach and attract new clients through targeted sales strategies.
- Demonstrated product knowledge and financial solutions expertise to build trust and rapport with prospective customers.
- Utilized strong interpersonal skills to communicate effectively and negotiate sales deals with a diverse client base.

HDFC BANK
Bangalore India
Nov 2021 - Sep 2023

Virtual Relationship Manager

- Worked with HDFC Bank (HDB Financial Services) as a Relationship Manager to facilitate communication and deliver personalized solutions to customers.
- Achieved goals for sales of bank products and services and exceeded performance metrics for customer service.
- Monitored issues carefully and contacted customers to provide immediate resolution and maintain satisfaction.

ICICI BANK
Bangalore India
Dec 2019 - Nov 2021

Relationship Manager

- Processing cash transactions, including deposits, withdrawals, and exchanging currencies, accurately and efficiently.
- Ensure compliance with security and banking regulations to prevent fraud and protect customer information.
- Maintain accurate records of transactions and balancing cash drawers at the end of each shift.
- Utilizing banking software and technology to process transactions, access customer information, and perform other job-related tasks.

EDUCATION

**MUMBAI
UNIVERSITY**
Mumbai
2019

Master's Degree MCom

**MUMBAI
UNIVERSITY**
Mumbai
2017

Undergraduate BCom

**SARVODAYA PUBLIC
SCHOOL**
Azamgarh
2014

Intermediate

**ASHRAFIA CONVENT
SCHOOL**
Azamgarh
2012

High School

SKILLS

CLINT RELATIONSHIP

GOAL ORIENTED

OBJECTION HANDLING

TIME MANAGEMENT

TEAM WORK