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| C:\Users\Tanvir Khan\Desktop\Photo Tanvir.jpg Tanvir Khan +971566156665(Dubai)+919559010999(India)Email:tanvir.ah.khan@gmail.comtanvir.ah.khan@gmail.com |
| *Creative strategist offering an extensive experience of* ***over 20+ Years*** *of generating business in fiercely competitive markets with sound domain knowledge of Financial Services Capital Markets, Banking, Insurance, Wealth Management and Real Estate* |

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| Nov 2019 Head SALES and MARKETING,  Morris Real estate (iNDIA/Dubai) * Devise and build a supportive, open and culture across the Group and continuously encourage excellence
* Manage, mentor and motivate teams and monitor performance; giving recognition where appropriate and addressing any issues as they arise
* Agree measures of business success and monitor progress against KPI's in the short, medium and long-term
* Monitor Group finances; setting budgets, assessing risks and opportunities and ensuring legal compliance in all group activities
* Generate and encourage the sharing of ideas for products, services and new ways of working
* Ensure the recruitment and retention of talent into the Group
* Identify problems, opportunities and solutions and bring these to the Board
* Make recommendations in terms of Board roles and accountabilities, and evaluate performance on a regular basis
* Lead on the continuous development of a mutually supportive partnering relationship with key stakeholders; both internally and externally
* Represent the Group internally and externally ie through attendance at conferences, meetings and events in the UAE and overseas

Sep 2017– Oct 2019international business development, AZIZI DEVELOPMENTS (Dubai) Committed to drive sales thru international geographical Location (India, UK, Africa and UAE).Focuses on growing/upgrading existing accounts Generating new business to improve performance in the market place. Client acquisition and business development thru B2B and B2C Sales.Offer customized portfolio solutions to clients based on their risk/ return and liquidity profile. Maximize revenue generation and lead closures by* Using social and public media marketing campaigns.

Jan 2010 to Aug 2017**Assistant General Manager Earth Infrastructures Pvt.Ltd.****(Lucknow/Delhi)*** As a profit center head is committed to drive sales of Lucknow and Delhi **commercial and residential projects**
* Team Building and extracting the best resource for **sales generation**
* Introducing new sales models competent strategies and activities to cover more geographical area
* Liaoning, product placement, resource development and planning
* Studying the market for prospects and **developing strategies** to enhance business.
* **Training and development** of new sales channel and Employee
* Proactively involved in **human resource development** and **hiring new talents**

March 2008–Dec 2009Manager Sales, ICICI Lombard (UP and Uttranchal/ Delhi)* Heading entire profit center of Banc assurance vertical for UP and UT Later Delhi
* Channel Development and relationship management for Bank and business generation.
* Strategies planning and business development across portfolio of all GI products
* Conceptualizing and implementing competent strategies with a view to penetrate new Geographical locations and expand existing ones for a wide range of GI Products.
* Supervision of activity of retail, corporate and SME business development
* Instrumental in business growth and sustaining growth of 30% month on month.

June 2003–oct 2007AssistantManager, ICICI BANK (Delhi and Lucknow)* Successfully handled the branch with a team, general administration of the branch, monitored and managed the overall branch operations and managing profit center operations with profitability excellence.
* Attended to clients concerns and complaints and undertaking steps for effectively resolving them.
* looking after the salary process and crediting the salary, marking lien & TOD's on a/c as per the cases and authorizing standing and stop Payment instructions, checking of form 15 H and submission of form 60 to the IT department, monthly and qtly reports, returns and maintenance of expenses registers and payment of all branch bills .
* Held accountable for authorizing of cash, remittance, fixed deposits, loan against FD vouchers i.e. payments and receipts.
* Successfully managed monthly verification of registers and audits SQL’s for audit requirements, cash vaults, entries in saving account at branch level of data provided corporate office for Anti Money Laundering.
* Maintained inward and outward clearance of cheques in clearing.
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# Education

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| 2001-2003MBA FINANCE, Bharati Vidyapeeth’s Institute of Management & Research |
| 1997-2000BCOM, LUCKNOW UNIVERSITY |

# Skills

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| * Market Operations, sales and Business Development
* Brand Promotion and Relationship management
* Leadership and People Management
* Management and Strategic Planning
* Real Estate, Financial Investments and Financial analysis
* Banking, Wealth Management and Capital Markets
* Health and General Insurance
* Cost reduction and containment
* Analytical thinking and Meticulous attention to detail
* Cash handling expertise
 | * Excellent time management skills
* Employee relations and conflict resolution
* Self-directed mindset and High level of accuracy
* Compliance, banking laws and regulations
* Verbal/written communication
* Forward-thinking and Strategic planning
* Administration strength
* Investor relations and Customer-oriented
* Strong interpersonal skills and Goal-oriented
* International and emerging market research
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