

CONTACT

Md Alam

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OBJECTIVE

Energetic sales professional with 5+ years of exceeding sales quotas. Excels at building relationships with clients at all levels and closing sales with new and existing customers. Highly skilled with cold calling, sales presentations, product demonstrations and Salesforce CRM. 2x Sales Representative of the Year

EXPERIENCE

2024-09 - Present

- **Telesales Executive**
Dolphin Markets
 - Conduct outbound calls to prospective customers to promote and sell forex.
 - Achieve monthly sales targets and ensure consistent performance.
 - Provide detailed information about the courses and address customer queries.
 - Maintain accurate records of customer interactions and sales activities.
 - Follow up with potential leads and manage the sales pipeline effectively.

2022-11 - 2024-08

- **Sales Representative Digital business Group**
HDFC ERGO General Insurance
 - Provide comprehensive health insurance advice to clients
 - Work with clients to identify their needs and develop suitable policies
 - Negotiate and finalize insurance contracts
 - Ensure compliance with all legal requirements
 - Enrolled 600+ new clients in insurance plans.
 - Achieved higher client satisfaction by providing excellent customer service and addressing inquiries promptly.

2021-7 - 2022-09

- **Assistant Manager**
Indusind Bank
 - Provide comprehensive health insurance advice to clients
 - Work with clients to identify their needs and develop suitable policies
 - Negotiate and finalize insurance contracts
 - Ensure compliance with all legal requirements
 - Enrolled 270+ new clients in insurance plans.

2020-12 - 2021-06

- **Back office associate**
Royal Sundaram General Insurance Co Ltd
 - Provide comprehensive health insurance advice to clients
 - Work with clients to identify their needs and develop suitable policies
 - Negotiate and finalize insurance contracts
 - Ensure compliance with all legal requirements
 - Enrolled 100+ new clients in insurance plans.

2019-09 - 2020-12

- **Junior Associate**
Armsofttech Private limited
 - Provide comprehensive health insurance advice to clients
 - Work with clients to identify their needs and develop suitable policies
 - Negotiate and finalize insurance contracts
 - Ensure compliance with all legal requirements
 - Enrolled 350+ new clients in insurance plans.

EDUCATION

2019

- **Bharath University**
B.Tech/Aeronautical Engineering
6.1

SKILLS

- Sales
- Qualifying leads
- Relationship building
- Cold calling
- Record keeping
- Report generation
- CRM software
- Product knowledge
- Pivot table
- Vlookup
- HLookup
- Chat GPT
- Bard

LANGUAGES

- English
- Hindi