|  |  |  |
| --- | --- | --- |
|  |  | SAJJAD ALI S/O SHAMSHAD ALI |
| I am a highly self-motivated professional desirous to work in a competitive environment to contribute to the objectives of the organization.DATE OF BIRTH1st Feb 1977RELIGIONIslamCNIC NUMBER17101-8927360-7Postal AddressPost Office kabal, Mohalla Gul Jaba, Tehsil kabal, District SwatContact+92316-1832033+92333-2816875**EMAIL:**Sajjad4nji@gmail.com |  | EDUCATIONUniversity of Peshawar. Year 2000Bachelor in Administration  Govt: College of Technology, Peshawar. Year 1988Diploma of Associate EngineerGovt: High School, Matta Mughal Khel, Charsadda.Year 1993Secondary School CertificateWORK EXPERIENCE Saudia Travel AgencyAs Sales ManagerFebruary 2001 – March 2003Managing budgets, meeting sales targets, facilitating growth (both in size and revenue) of travel agency, and maintaining relationships with customers. New Jubilee Life Insurance Company LimitedAs Team Leader19april 2003–20th Nov 2011Leading Sales Team, Exploring Potential Market for Insurance, and developing strategies for achieving sales targets & organizational goals. * Achieved high targets resulting in the opening of a sub-office in Kohat and made it productive within 06 months.

WORK EXPERIENCEDAWOOD FAMILY TAKAFULAs Takaful ManagerDecember 2011–May 2012 Overseeing insurance claims, ensuring compliance with regulations, and optimizing risk management strategies, achieving monthly targets, and overseeing the sales progress.JUBILEE LIFEAs Team LeaderMay 2012 – July 2014Communicating company goals, and deadlines to the Sales team. Motivating team members and assesses performance, providing help to sales team and keeps Management updated on team performance, and achieving goals in required time.E.F.U life Assurance LTD (Bancassurance)As Executive Sales Coordinator (North Region)August 2014 – August 2017Explaining various insurance policies and products to potential and existing clients, guiding clients in selecting coverage to best meet their needs, Suggesting modifications and updates to clients existing insurance policies, Building customized insurance policies and packages to meet client’s needs.E.F.U life Assurance LTD (Bancassurance)Promoted to Area Sales Manager (North Region)September 2017 – August 2019Managing, training, and providing overall guidance to the sales team of assigned territory, setting reasonable sales targets to be achieved by the sales team, monitoring the performance of the sales team and motivating members to meet or exceed sales targets.* In 2018, UBL Mardan Region had achieved the highest YTD 131 % Country Wise.

Jubilee Life Insurance Company LimitedAs Sales Manager (NBP Mardan region)September 2019 – May 2021 Motivating Bank Employees for Related life/health insurance products, generating leads through bank walk-ins. customers and getting leads from bank employees and Converting those leads based on customers.The Galleria Mall & Boutique ApartmentsAs Assistant Sales ManagerJune 2021 – January 2024Day-to-day operations of real estate properties, working directly with tenants to resolve issues, showing properties, and taking care of administrative duties around the office.  |
|  |  |