

MOHD FUZAIL

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OBJECTIVE

Results-driven Branch Manager with proven expertise in leading teams, driving sales growth, and optimising operational efficiency. Seeking to leverage strong leadership and strategic planning skills to enhance client relationships, increase market presence, and improve overall branch performance in a dynamic environment.

LANGUAGES

- Hindi
- English
- Urdu
- Punjabi

SKILLS

- Event planning
- Sales funnel
- Mobile marketing
- Email marketing
- Branding
- Influencer marketing
- Lead generation
- Social media

SUMMARY

Results-driven professional with extensive experience in branch and business management, holding a B.Com, M.Com, and MBA. Demonstrated ability in leading teams, driving sales growth, and developing effective marketing strategies across various channels, including mobile and email marketing, social media, and influencer marketing. Proven track record in event planning and lead generation, complemented by strong skills in Microsoft Office and branding. Adept at building relationships and fostering a collaborative work environment to achieve organizational goals.

PROFESSIONAL EXPERIENCE

BRANCH MANAGER

Care health insurance Ltd . Dehradun | 01/09/2023 - present

Oversaw daily operations of the branch, ensuring exceptional customer service and team performance. Developed and implemented strategic plans to drive sales growth and improve efficiency. Managed staff recruitment, training, and performance evaluations while maintaining compliance with company policies and regulations. Fostered a positive work environment.

ASSISTANT BRANCH MANAGER

Reliance general insurance Ltd . Dehradun | 01/04/2022 - May,2023

Assisted the branch manager in overseeing daily operations, ensuring exceptional customer service and efficient workflow. Managed staff scheduling and trained new employees. Monitored inventory levels and implemented promotional strategies to boost sales. Handled customer inquiries and resolved issues effectively.

BUSINESS DEVELOPMENT MANAGER

Exide life insurance . Dehradun | Jan,2022 - July,2023

Developed and executed strategic plans to drive business growth, identifying new market opportunities and forging strong client relationships. Conducted market analysis to inform sales strategies, collaborated with cross-functional teams to enhance product offerings, and led negotiations to secure high-value contracts, increasing overall revenue.

BRANCH MANAGER

Motion educational services . Kota | June,2018 - May,2020

Oversaw daily operations of the branch, ensuring efficiency and customer satisfaction. Managed team performance, conducted training, and implemented sales strategies to

- Microsoft office
- Marketing strategies
- Team handling
- Leadership

achieve targets. Coordinated with upper management on budgeting and financial reporting while enhancing branch visibility in the community.

ASSISTANT BRANCH MANAGER

Aakash education institute . Dehradun | April,2012 - May,2018

Assisted in managing daily operations of the branch, supervising staff, and ensuring exceptional customer service. Coordinated training and development programs, handled customer inquiries and complaints, monitored performance metrics, and implemented strategies

EDUCATION

BCOM

CCS university Meerut . Meerut | May,2006 - May,2009

Engaged in comprehensive studies in business fundamentals, including finance, marketing, and management principles. Developed critical analytical and problem-solving skills through case studies and projects, enhancing teamwork and communication abilities. Gained insights into economic theories and their practical applications in a business context.

MCOM

CCS UNIVERSITY MEERUT . Meerut | June,2009 - May,2011

Completed the MCom program, gaining in-depth knowledge in advanced accounting, financial management, and business analytics. Engaged in collaborative projects, case studies, and research, enhancing critical thinking and problem-solving skills. Developed proficiency in data analysis and strategic decision-making within business contexts.

MBA

IIMT Ghaziabad . Ghaziabad | June,2011 - May,2013

Completed an MBA program focusing on advanced business strategies, financial analysis, and leadership development. Engaged in case studies, group projects, and presentations to enhance critical thinking and teamwork skills. Gained knowledge in market analysis, strategic planning, and organizational behavior.