



# Azmat Khan

Manager

To work in an organization that has a highly Dedicated & professional environment to enhance my career



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Al Mankhool, Dubai, UAE



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## SKILLS

HNI Branch Banking,

Banking, Insurance,  
Loans, credit cards, assets  
and liabilities Sales

Real estates, primary  
property, secondary  
property, Rentals,  
commercial, leasing, client  
management

Relationship management,  
investment banking  
portfolio Management

HNI client Managing, HNI  
portfolio Management,

Real estate, broker

## LANGUAGES

English  
Full Professional Proficiency

Hindi  
Full Professional Proficiency

Marathi  
Full Professional Proficiency

## TOOLS AND CERTIFICATES

IRDA certificated, MS  
WORD, MS EXCEL, Email  
(outlook) CRM

## WORK EXPERIENCE

### Manager

Indusind Bank

04/2024 - 09/2024

Mumbai India

Responsibility

- Worked as a select relationship manager, HNI client portfolio management, HNI client handling, relationship building, HNI client engagement, selling all banking product in assets and liabilities.

### Manager

Property pistol

03/2023 - 12/2023

Dubai, UAE

Responsibility

- Worked as Real estate agent with all the top developer of UAE Dubai dealing in primary property, secondary property, Rentals commercial, off plans, Read to move, Buy, sale, leased.

### Manager

Footprints real estate

07/2022 - 02/2023

Dubai, UAE

Responsibility

- Worked as Real estate agent with all the top developer of UAE Dubai dealing in primary property, secondary property.

### Deputy Manager

Au Small Finance Bank

06/2020 - 06/2022

Mumbai, India

Responsibility

- Focus products are CASA, Life insurance, health insurance, general insurance, Fixed Deposit, Demat accounts, NRI, credit cards, Loans, More focus on third party products cross sales, New acquisition CA and SA accounts, and increasing Mapped Book size every month worked on HNI client

### Assistant manager (Branch Head)

Fino payment bank

06/2018 - 05/2020

Mumbai, India

Responsibility

- Managing day to day activities of sales team to implement the organization for assigned area to ensure to meet target every month, Ensuring to achieve Branch target every month new acquisition of CASA, Insurance, Loans, MSME loans, Gold loans, merchant acquisition, and meet branch budget and revenue, Managing Branch audit score, customer engagement, increasing service score

### E Relationship Manager

IIFL

10/2017 - 05/2018

Mumbai, India

Responsibility

- Handling Mutual funds, Demat accounts opening, cross sales of insurance products also. Working on PAN india on HNI clients basis

### Customer Relationship Officer CASA

ICICI Bank

10/2013 - 09/2017

Mumbai, India

Responsibility

- Handling CASA accounts, new Acquisition from open market, generating leads by marketing active, cold calling and etc. (saving accounts, current accounts, NRI, HUF, salary accounts) Cross selling of (Credit cards, personal loans, home loans, auto loans, Demat accounts, group insurance).

## EDUCATION

### Bsc computer science

University of Mumbai