



Altaf Hussain Siddiqui

P.G.D.B.A, Marketing, I.E.S College Mumbai
B. E. Electronics & Telecommunications,
Mumbai University

6 years of experience in distribution of financial services including Bancassurance, Tied-Agency & Loans.

Area Manager, ICICI Prudential Life Insurance Company Ltd., Mumbai, India

- Responsible for managing a team of 600 partner employees
- Ensuring sales target achievement through distribution partners
- Helping manage partner P and L
- Managing partner sales set up
- Ensuring company and partner objective alignment

Branch Manager, CitiFinancial Consumer Finance India Ltd., Mumbai, India

- Handling independent branch-related operations (SBU structure) & overall management.
- Planning and delivering new business sales targets
- In-house marketing and promotional activities
- Training & team management

Branch manager, Alpha Data processing (DST ICICI bank Ltd.), Mumbai, India

- Responsible for suggesting measures to improve process & policy for ICICI's new product
- Planning & achieving sales targets
- Recruitment, selection & training of the launch team.

Achievements

- Number 1 Area Manager PAN India in Target vs. Achievement in AMJ 09 quarter
- Number 1 Branch Manager for new business & cross sell for April & May 08
- Associate of the Insurance Institute of India
- Part of the core team responsible for the launch of "Car Overdraft" for ICICI Bank.

Career Aspirations

Distribution, Product Design, Strategy, & Cross Cultural Team Management.