ABHISHEK MISHRA

Business Sales Manager

PROFILE

Proactive Business Sales Manager that works to develop a variety of contact networks and brand exposure programs to bring in as much business as possible. Most known for developing effective strategy to reach out to a target audience in a variety of effective ways. Believes in developing productive relationships that increase exposure and bring in new clients.

EDUCATION

Apr 2006 - Apr 2007	10th, Gayatri Vidya Mandir, Rewa
Apr 2008 - Apr 2009	78% 12th, Gayatri Vidya Mandir, Rewa
Apr 2009 - Apr 2013	74% Mechanical Engineering, SRI-TECH, Jabalpur
Apr 2017 - Apr 2019	73% MBA, ICFAI University, Dehradun
	6.3 CGPA

EXPERIENCE

Sept 2023	Business Sales Manager (BSM) in Bajaj Allianz Life Insurance Rewa, Madhya Pradesh
	Duration : Sept 8,2023 To Tll Now Responsibilities :
	 Designing and implementing effective marketing
	strategies to sell new insurance contracts or adjust existing
	 ones. Contacting potential clients and creating rapport by networking, cold calling, using referrals etc. Collect information from clients on their risk profiles in order to offer them the proper solution
	 Frequently gaining job-specific knowledge and apply it
	on the field
Feb 2023	Assistant Branch Manager in Star Union Dai-ichi Life Insurance Haldwani,Nainital
	Duration : Feb 1,2023 To Sept 7, 2023
	Responsibilities :
	• Recruiting High Level of Agency Leader ,who manages
	 there Agents and cilents as well. Manage and Motivate our BDM in this organisation , which helps to achieve targets and branch target as well. Developed and implemented successful sales strategies that led to the team exceeding sales goals on a monthly basis.
	• Motivates Agency leader and BDM to achieve there
	targets on month on month basis.



CONTACT

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Rewa Madhya Pradesh
India - 486001
Nationality: Indian Date of Birth: 10/01/1992
SKILLS
Problem solving
Customer Handling
Creative Thinking
Emotional Intelligence
Leadership Skills
Leadership Skills
Leadership Skills Motivator
Leadership Skills Motivator
Leadership Skills Motivator Good Planning
Leadership Skills Motivator
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Business development Business intelligence

HOBBIES

Chess Internet Suffering Travel Puzzle Reading

Senior Agency Manager, ICICI Prudential Life Insurance, Haldwani, Nainital

Duration : April 1,2019 To Jan 31st,2023.

Responsibilities :

• Hiring skilled insurance agents looking to use policy knowledge to create meaningful relationships with people and businesses.

• Offer the prospect or existing customer the complete

range of product.

• Experienced insurance specialist ready to promote products to other advisers and brokers to help them make sales.

• Keep in touch with customers to ensure that their policy service request are managed properly.

• Developed and implemented successful sales strategies that led to the team exceeding sales goals on a monthly basis.

• Encouraged life goals and worked with agents on a one on one basis.

• Seek out new clients and develop client data by networking to find new customers and generate lists of prospective clients.

• Answered customer inquiries regarding coverage levels and informed them of policy enhancements to ensure customer satisfaction.

• Serviced policy holder accounts answering questions quickly and accurately.

• Maintained professional and dedicated relationship with clients to inform them with their best options.

• Called on policyholders to deliver and explain policy, to analyze insurance program and suggest additions or changes, or to change beneficiaries.

• Performed administrative tasks, such as maintaining records and handling policy renewals.

Achievement :

- Got A1 rating in 2019-20 Financial year.
- Got trophy for highest advisor coded.

INTERNSHIPS

Apr 2018 - Jun 2018

Trainee, Sharekhan, Delhi Job Responsibilities –

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- To sale five Demataccount for the organization.
- To develop customer relationship.
- To generate the leads by cold calling.
- To coordinate with the clients and also help them to deal with share market.

Target Achieved –

- Open six Demat accounts.
- Better customer relationship.

LANGUAGES

English

Hindi