

Business Sales Manager

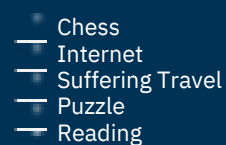
Proactive Business Sales Manager that works to develop a variety of contact networks and brand exposure programs to bring in as much business as possible. Most known for developing effective strategy to reach out to a target audience in a variety of effective ways. Believes in developing productive relationships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

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.



Apr 2019

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 –

- To sale five Demat account 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

