

## Contact

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## Top Skills

Management  
Public Speaking  
Marketing

## Certifications

B2B Sales Foundations  
B2B Sales Strategy: How to  
Effectively Engage Executives  
Excel 2016: Core Data Analysis,  
Manipulation, and Presentation  
Develop Critical Thinking, Decision-  
Making, and Problem-Solving Skills

# Akash Sharma

Corporate Insurance Advisor | Assistant Manager  
Kolkata, West Bengal, India

## Summary

With a strong background in core sales, front-line sales, and a foundation in marketing and analytics, I have developed a keen interest in finance. My passion for financial markets and my habit of closely following financial news and business trends have driven me to explore opportunities in finance roles. I believe my skills and experience in sales and analytics make me well-suited for a career in finance, and I am eager to contribute and grow in this field.

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## Experience

Howden Insurance Brokers Limited  
1 year 3 months

Assistant Manager  
July 2024 - Present (3 months)  
Kolkata, West Bengal, India

1. Identify and pursue new business opportunities in the Eastern region, expanding market presence.
2. Managed relationships with existing clients, ensuring high levels of satisfaction and retention.
3. Implemented cross-selling strategies to maximize revenue and enhance client value.
4. Conducted data mining to analyze market trends and client needs, informing strategic decisions.
5. Enhanced brand visibility through targeted marketing and networking efforts within the business community.

Management Trainee  
July 2023 - July 2024 (1 year 1 month)  
Kolkata, West Bengal, India

1. Learned about different insurance products and how they help manage different corporate risks.
2. Improved communication skills to effectively talk with clients and understand their needs.
3. Focused on details to provide excellent service to large clients.

4. Gained experience in organizing and mapping data to assess risks and create insurance policies.
5. Built and maintained good relationships with clients and insurance companies.

## Concentrix

### Intern

June 2019 - August 2019 (3 months)

Gurugram, Haryana, India

I contributed to streamlining processes and optimizing efficiency.

Gained hands-on experience in tackling day-to-day tasks and enhancing organizational workflows.

## Awign

### Campus Ambassador

October 2018 - November 2018 (2 months)

Noida, Uttar Pradesh, India

I boosted brand visibility for Awign through targeted student engagement and innovative social media initiatives. This experience sharpened my marketing skills and emphasized the significance of a positive brand image within the campus community.

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## Education

International Management Institute, Kolkata

PGDM, Marketing · (June 2021 - March 2023)

IIMT Group of Colleges

Bachelor of Business Administration - BBA · (2016 - 2019)

Brahmanand Public School

· (2009 - 2015)