



AKBAR BASHA

Senior Relationship Manager - GI

About Me

To secure a challenging position in a reputable organization to expand my learnings, knowledge, and skills.



+91 9500 312 631



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Ranipet, Vellore Dist. TN.

Language

- English
- Tamil
- Urdu & Hindi

Expertise

- Creativity
- Leadership
- Negotiation
- Critical Thinking
- Problem Solving
- Management Skills

Hobbies

- Browsing
- Blogging
- Gaming
- Travelling
- Photography

Experience

Senior Relationship & Sales Manager (Team Leader & U/W)
Future Generali India Insurance Co. Ltd. Chennai, IN.

01/2024 - Till Now

- > To Build strong relationship across the partner's network.
- > To possess cross functional experience in managing channel partners.
- > Assess customer needs and customized solutions across multiple products.

Relationship & Sales Manager (Team Leader & U/W)
Girnar Insurance Brokers Private Limited. Chennai, IN.

05/2023 - 12/2023

- > Marketing and sales of insurance product.
- > Fulfill all policy requirements as requested by the customer.
- > Maintain knowledge on all products & services and assist to resolve queries.

Relationship & Sales Manager (Team Leader & U/W)
D2C Insurance Broking Private Limited. Chennai, IN.

02/2022 - 04/2023

- > Preparing quotations and Issues the policies.
- > Achieve customer acquisition and revenue growth objectives.
- > Constantly update job knowledge and learn about new products.

Administrator - Offrole (U/W, Claims, Reconciliation & KYC.)
United India Insurance Company Limited. Vellore, IN.

06/2018 - 01/2022

- > Bank reconciliation. Follow-ups the renewals.
- > To daily log, the payroll post received on Excel.
- > Supervising and monitoring the work of advisers.

Insurance Advisor (U/W, Marketing & Customer Advisor)
United India Insurance Company Limited. Vellore, IN.

07/2013 - 05/2018

- > Develops base for long-term sources of clients.
- > Respond to the clients insurance related questions and issues.
- > Track insurance claims to ensure client and company satisfaction.

Education

Master Of Business Administration (Insurance & IT)

National Institute Of Business Management. Chennai, IN.

06/2016 - 04/2018

83%

PG Diploma In Business Administration (IT)

National Institute Of Business Management. Chennai, IN.

01/2015 - 01/2016

83%

Diploma In Computer Engineering (Comp & IT)

Directorate of Technical Education. Arcot, Ranipet. IN.

06/2010 - 04/2013

88%