

# AKSHAY GURUSHANT MANGE

## Corporate Broking Sales

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## OBJECTIVE

To work in a competitive environment and put practice the theoretical Knowledge to acquire practical work experience. Being a part of organization by instilling value addition through my knowledge and dedicated efforts. I can adjust myself to any working environment as well as prove to be one of the best.

## LANGUAGE

English ★★★★★

Hindi ★★★★★

Marathi ★★★★★

## SKILLS

Product Knowledge ★★★★★

Proactive ★★★★★

Self Motivated ★★★★★

Marketing ★★★★★

Stakeholder Relationship Management  
★★★★★

Customer Service ★★★★★

Negotiation ★★★★★

Accuracy ★★★★★

Team Player ★★★★★

Quality Management ★★★★★

Leadership ★★★★★

Constantly Consistent ★★★★★

## INTEREST

Learn From people

Product Knowledge

Reading

Criket

## WORK EXPERIENCE

### Relationship Manager - Broking Sales

IFFCO TOKIO GENERAL INSURANCE CO LTD

Duration : Feb 2024 - Present

Build and maintain relationships with Direct Corporates /Corporate Brokers.

Handling Corporate client and broking relationship.

Serving the assigned partner as Key Relation Manager.

Develop new business and handle existing business & quote requests from the partner.

Achieve sales target and drive business through the relationship

Work closely with operations, commission and claims team and resolve issues.

Co-ordinate client connects and manage month-end closing process.

### Operations Executive

Bajaj Allianz general insurance company limited

Duration : August 2019 - February 2024

Knowledge of under writing Guidelines of Motor and Non-Motor products.

Handling Major Corporate client. (L&T, Cipla, HPCL, RBI, JM Baxi etc.)

Accepting proposal forms from sales team. Scrutinizing proposal forms, premium calculation sheet, approved quotations and other relevant documents as per the requirements prescribed by the IRDA as well as by the top management.

Inwarding & Processing of retail products like Motor package policy, PA & others in WEB system.

Done quality check of motor or non-motor proposal on branch level.

Issuing Non-motor products like Liability, Property, Miscellaneous And Others...etc.in branch level.

Processing of All Type of Endorsement As per insured request.

Accepting portal proposal on branch level. Maintaining MIS like discrepant, issued, under process cases. Giving the information of such cases to the particular vertical head person.

Taking follow-up with distribution team, U/W, IT Team for various functions on daily basis for branch and Operation related issues.

Handling Customer Call query and solving their issue regarding Insurance policy.

Quality Check and Manual Policy Drafts.

## EDUCATION

### Bachelor of Commerce in Accounting and Finance

Mumbai University - Vande Mataram Degree College Kopar Dombivli

### HSC in Commerce

Shree Chatrapati Shivaji Mahavidyalaya Omarga Osmanabad

### SSC

New Kalwa High School