

# AMEY BHALCHANDRA SAWANT

Address: 402, Marigold, Maitri Gardens, Pokhran Rd 2, Majiwada, Thane (West) 400601

Email: absawant15@gmail.com@gmail.com

Contact No: 9167 22 41 22

**Career Objective:** Seeking senior level assignments in Insurance sector with a growth-oriented organization of repute.

## Professional Overview

- ✓ Over 11 years of cross functional experience in Sales, Process Improvement, Team Management, and Quality Assurance in the insurance industry.
- ✓ Currently serving **Ratnaafin Insurance Brokers Pvt Ltd**, Mumbai as an Area Head - General & Life Insurance
- ✓ Expertise in Channel Management, Vendor development, quality assurance & resourceful in managing, planning & maintaining Financial Consultants
- ✓ A keen planner & strategist with expertise in planning & controlling as per the capacity available.
- ✓ Direct selling to customer, maintained data based and proper tracking with executive.

## Areas of Expertise

### Business Development

- ↔ Acquisition of new business through organic and Inorganic way
- ↔ Presentation to Corporate and Retail Segment
- ↔ Joint calls with team members
- ↔ Client Retention and Relationship
- ↔ Keeping abreast of monitoring the change of customer needs and proposing solution to ensure customer satisfaction through improved service standard
- ↔ Managing Franchisee network and new vendor development

### Achievement

- ↔ Awarded by Reliance as best performance team for Q3 & Q4 in 2022-23.

### Marketing

- ↔ Promotional Activities
- ↔ Organizing and Managing activities to ensure qualitative lead generation
- ↔ In-house contests for better performance

### Training

- ↔ New Product launches and FAQ's
- ↔ Ensuring maintenance of proper documentation for maintaining compliance with standard operating procedures (SOP's)
- ↔ Motivational sessions to ensure the brand remains on their Mind share

### Certification

- ↔ Broker's Qualified Person ( BQP )

## Professional Credentials

June 22 till date with Ratnaafin Insurance Brokers Pvt Ltd, Mumbai as Area Head

- ↔ Team leading profile
- ↔ Leading Mumbai & Pune.
- ↔ Coordinate with the companies for local tie up commercial and training purpose.
- ↔ Achieve more than 90% target of annual target.
- ↔ Awarded by RGI for outstanding performance for Q3 & Q4 (2022 - 2023)

Aug'21 To March'22 with D2C Insurance Brokers Pvt Ltd, Mumbai as Area Sales Manager

- ↔ Team leading profile

- ↔ Leading Navi Mumbai Location.
- ↔ All-round sales training programs for IMDs.
- ↔ Coordinate with IMDs and SM to educate about products while doing joint calls with them.

**November'19 To Aug'21 with Go Digit General Insurance Co Ltd as a Sr Associate Manager**

- ↔ Team leading profile.
- ↔ Taking care of retail broking and agency both.
- ↔ All-round sales training programs for IMDs.
- ↔ Achieve more than 100% target of annual target
- ↔ Always achieve short term contests and recognitions

**December'17 To November'19 with Reliance General Insurance Co Ltd as a Sales Manager**

- ↔ Recruitment and Selection Of quality business associates
- ↔ Coordinate with the IMDs and educate while doing joint calls with them
- ↔ All-round sales training programs for IMDs.
- ↔ Achieve more than 100% target of annual target
- ↔ Always achieve short term contests and recognitions

**June'16 to November'17 date with LM Insurance Broking Pvt Ltd as a Sales Manager - General Insurance**

- ↔ Serving existing bank clients and cross selling for Motor, Health and Fire (Dwelling) Insurance.
- ↔ Coordinate with the IMDs and educate while doing joint calls.
- ↔ All-round training programs for bank employees.

**June'15 till Feb'16 with Landmark Insurance Brokers Pvt Ltd, Mumbai as Assistant Sales Manager**

- ↔ Handling insurance portfolio of HNI clients which comprises of Health and Motor Insurance.
- ↔ Serving existing clients in all the possible ways.
- ↔ Cross-Selling of other products to existing clients.

**Sep'12 till May'15 with Robinhood Insurance Brokers Pvt Ltd, Mumbai as Sr Relationship Manager - Life & General Insurance**

- ↔ Recruitment and Selection Of quality channel partner
- ↔ All-round sales training program for Life, Motor and Health Insurance.
- ↔ Handling insurance portfolio for existing client for Motor and Health.
- ↔ Always achieve short term contests and recognitions.

**Academic Credentials:**

T.Y.B com ( BBA )	Rajeev Gandhi Institute of Management and Technology, Nagpur
H.S.C.	Bharat College of Science and Commerce, Mumbai Board
S.S.C.	Lokmanya Tilak English Medium High School, State Board

**Objective:**

To utilize my skillset in the field of Sales & Marketing in order to serve the organization in every possible way and eventually grow to a decision making position in the organization.

**Date of Birth:** 15<sup>th</sup> March 1986

**Declaration:** The above information is true to best of my knowledge.