



# AVIJIT DEB

MBA [Marketing], MCIS, BCA.  
**AGENCY MANAGER**

To pursue a career in corporate world by involving in work where I can utilize my technical, management skill and personal skills, conscientiously explore newer horizons in this challenging work sphere and lead to both personal and organizational growth.



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<https://www.facebook.com/profile.php?id=1000082>

## SKILLS

Management Leadership

Team Work Budgeting

Communication Planning

Negotiating Scheduling

Organization Content

Performance Tracking

Time management

Team Management

A Sense of Humor

Critical Thinking

Have Patience

## OBJECTIVE

I am a consistent, hardworking, highly motivated person. I enjoy working with the public. I feel that I am a friendly, outgoing and dependable person. I feel it is crucial to demonstrate the improved my position in the work force, expand my knowledge and skills. I am also looking to establish long term employment in a friendly environment.

## PROFESSIONAL QUALIFICATION

### Agency Manager:

HDFC Ergo General Insurance Company Limited.

Malda Branch, WB, India.

3<sup>rd</sup> October 2023 – 28<sup>th</sup> October 2024.

#### Job Responsibilities: (Vertical: Health & Motor\_GI Insurance.)

- Identify & recruit right quality Insurance Advisors to build a strong advisor base.
- Provide training on products, business processes and selling techniques continuously and analyze the overall performance of each agent.
- Daily going on sales calls to meet with customers and sell various financial solutions (Insurance) to them and achieve the business target each month for generating new business and advisor recruitment. To develop business relationship with our end customer by providing support And Maintain overall integrity in sales.

**CONTACT:** <https://www.hdfcergo.com/>

### Deputy Relationship Manager:

Star Union Dai-Ichi Life Insurance Company Limited.

Bancassurance in Bank Of India.

Tungidighi Branch, WB, India.

5<sup>th</sup> January 2023 – 1<sup>st</sup> October 2023

#### Job Responsibilities: (Vertical: Life Insurance.)

- Bancassurance is an arrangement between a bank and an insurance company allowing the insurance company to sell its products to the bank's client base. This partnership arrangement can be profitable for both companies.
- Establishing & strengthening relationship with Bank branch manager & staffs to gain leads. Increasing bank's customer awareness about Life Insurance products.
- Creating awareness and motivate bank employee store commend life insurance products to bank customers. Delivering consistently on Goal Sheet parameters.

**CONTACT:** <https://www.sudife.in/>

### Development Manager: Level-2

ICICI Prudential Life Insurance Company Limited.

Raiganj Branch, WB, India.

1<sup>st</sup> April 2022 – 2<sup>nd</sup> January 2023

#### Job Responsibilities: (Vertical: Life Insurance.)

- Identify & recruit right quality Insurance Advisors to build a strong advisor base.
- Provide training on products, business processes and selling techniques continuously and analyze the overall performance of each agent.
- Daily going on sales calls to meet with customers and sell various financial solutions (Insurance) to them and achieve the business target each month for generating new business and advisor recruitment.

**CONTACT:** <https://www.iciciprudlife.com/>

## WORK EXPERIENCE DETAILS

### Project Analyst:

Sky Limit Technology Pvt. Ltd.

Salt Lake Sector-5, Kolkata, India.

1<sup>st</sup> August 2019 – 28<sup>th</sup> February 2022

#### Job Responsibilities:

- Project Execution/Implementation conducting regular team meetings/communications – timely communication with the team on meeting agenda, follow-up actions. Regular status reporting to communicate project status to the Senior Project Manager.
- Build and maintain relationships with clients and prospects customers.
- To solve problems for customers by developing innovative and sales solutions.

**CONTACT:** <http://skylimittechnology.com/>

### Web Content Manager:

RK Web Solutions Pvt. Ltd.

Raiganj, WB, India.

1<sup>st</sup> July 2016 – 31<sup>st</sup> August 2017

#### Job Responsibilities:

- Create, develop and manage content for organization's web presence to the project.
- Develop content strategy aligned with short-term and long-term marketing targets.
- Analyze analytics data to learn how users interact with your site.
- Optimize content according to SEO. And copyedit and proofread all web content.

**CONTACT:** <http://rkweb.site/>

### Computer Section Executive [Part Time]:

Uttar Dinajpur Online Financial Management Service Pvt. Ltd.

Raiganj, WB, India.

10<sup>th</sup> August 2016 – 9<sup>th</sup> April 2018

#### Job Responsibilities:

- Maintenance and operation of our computer systems.
- Analyze common issues and take steps to reduce or eliminate them, and collaborate with other IT personnel. Maintain the office condition and arrange necessary repairs.

### Insurance Advisor:

Birla Sun Life Insurance Company Ltd.

Raiganj Branch, Raiganj, India.

10<sup>th</sup> October 2014

#### Job Responsibilities:

- Assess Customer Needs. Insurance advisors routinely speak to customers to assess their needs and explain insurance policies.
- Process Policy Paperwork. Utilize Marketing to Generate More Business. Encouraging clients to invest for the future.

**CONTACT:** <https://lifeinsurance.adityabirlacapital.com/>

<b>PERSONAL DETAILS</b>	<b>Name: AVIJIT DEB</b> <b>Father Name: ASHOK DEB</b> <b>Mother Name: LAKSHMI DEB</b> <b>Date of Birth: 23<sup>RD</sup> DECEMBER 1992</b> <b>Gender: MALE</b> <b>Category: OBC-B</b> <b>Nationality: INDIAN</b> <b>Marritial Status: SINGLE</b>
<b>COMMUNICATION SKILLS</b>	<b>BENGALI, ENGLISH, HINDI.</b>
<b>HOBBIES</b>	Social Work, Music–Playing, Listening, Reading Book, Travelling [Visiting Historical Place & Forest with Hill Area],Photography, etc.
<b>PREFERRED JOB LOCATION</b>	Most Interested Managerial Area Work – Insurance, Banking Sector, Finance & Any Type of Job in Field or Industrial Area.
<b>ACADEMIC OVERVIEW</b>	<p><b>PONDICHERRY UNIVERSITY</b> Master In Business Administration [Specially Marketing] MBA [Marketing] 57% <b>2024</b></p> <p><b>RAIGANJ UNIVERSITY</b> Master In Computer and Information Science 7.78 [CGPA] <b>2019</b></p> <p><b>CHAUDHARY CHARAN SINGH UNIVERSITY (MEERUT UNIVERSITY)</b> Bachelor of Computer Application 65.5% <b>2016</b></p> <p><b>RAIGANJ MOHANBATI HIGH SCHOOL</b> WBCHSE [HIGHER SECONDARY ] 53% <b>2013</b></p> <p><b>RAIGANJ MOHANBATI HIGH SCHOOL</b> WBBSE [SECONDARY ] 50% <b>2011</b></p>
<b>OTHER ACADEMIC OVERVIEW</b>	<p><b>DIPLOMA IN INFORMATION TECHNOLOGY APPLICATION (DITA)</b> Raiganj Youth Computer Training Centre <b>2012</b></p> <p><b>DIPLOMA IN COMPUTER APPLICATION (DCA)</b> Raiganj Neharika computer Education <b>2012</b></p> <p><b>DIPLOMA FOR COMPUTER TYPE WRITING (DCTW)</b> North Bengal Commercial college <b>2013</b></p> <p><b>DIPLOMA IN COMPUTER HARDWARE MAINTENANCE (DCHM)</b> Raiganj Youth Computer Training Centre <b>2015</b>  <b>&amp; TALLY , DTP and so on.</b></p>

<b>TECHNICAL &amp; MANAGERIAL SKILLS OF INTEREST</b>	
<b>WEB TECHNOLOGY</b>	HTML, CSS, JavaScript, PHP etc.
<b>MANAGEMENT KNOWLEDGE</b>	Planning, Organizing , Management, Project Management , Operations Research , Management Information Systems , Marketing Management , Information Systems and Management , Business Information , Time
<b>SALES KNOWLEDGE</b>	Sales proficiency, Product knowledge, Dedication, Active listening, Verbal communication, Setting goals, Cold calling, Researching, Customer relationship management, Sales pitch development, Growth-mindset, Business knowledge, Objection Handling, Data analysis and So on.
<b>SUBJECTS OF INTEREST</b>	Management subject with business management, Information Technology, project related work, computer operating and Web Programming, Sales and marketing Strategic thinking and so on.
<b>SUMMARY</b>	In today's competitive world, leadership skills are crucial for both personal and professional development. Leadership is an important function of management which helps an individual or a business to maximize efficiency and to achieve goals. Leadership has different meanings to various authors. So I'm believed that work is work. I love working in the MANAGERIAL Field. I want to do a good job anywhere in The World. If a Company Sponsors me, I want to work in that company. If a company sponsors me, then I will be forever grateful to that company. I'm waiting, when jobs are available in these countries? I hope you're understand my feelings. Please, give me a good job, I will be very happy. Thank you so much.

### **DECLARATION**

I hereby declare that all the statements in the application are true to the best of my knowledge. Looking upon my criteria mentioned above, I think if I would be permitted to continue my particulars job. I am sure I would try to fulfill it with my faith and belief.

**Place:**

**Date:**



**AVIJIT DEB**