**BUDDHI NATH UPADHYAYA**

Mobile: 9764773767

E-mail: buddhiupadhyaya@gmail.com

**Carrier Objectives:**To apply my potential to fulfil the needs & interest of the organization as well as of my own growth with an appropriate assignment.

**Highlights:
-** 18.5 years’ experience in Sales & Marketing.
**-** 18 Years’ Experience In Insurance Industry.
**-** Responsible for daily commitment of sales of insurance products with the help of my Branch Manager’s Territory Manager & Agency Partner’s Team.

**Qualification:
-** PGDBM from Institute of Management Bhubaneswar in the year 2003
**-** B.B.A. from Madurai Kamaraj University in the year 2001.
**-** H.S.C. (Assam Board) Science Stream in the year 1997
**-** S.S.C. (Assam Board) in the year 1995

**Additional Qualification:
-** Diploma in Computer Application

**Work Experience:**

**Organization : Go Digit Life Insurance Ltd
Designation : Regional Head, Agency & Retail Broking
Period : From 7th Oct 2024 to till date.**

**Work Experience:**

**Organization : Turtlemint Insurance Broking Services Pvt Ltd**

**Total Tenure in Turtlemint: 5.3 Years
Designation : Senior City Head
Period : From 1st Oct 2023 to 5th October 2024**

**Job Profile:**

* Leading & Developing a team 8 RMs across Pune to sell various Life Insurance, Health Insurance & Motor Insurance policies of almost 90% Insurance Company of India. Distribution Building is the main focus of the Company in which I am working for.

**Organization : Turtlemint Insurance Broking Services Pvt Ltd
Designation : Senior Territory Director
Period : From 1st Oct 21 to 30th Sept 2023**

**Job Profile:**

* Leading & Developing a team of 5 Area Directors across ROMG (Pune, Kolhapur, Nagpur, Nashik & Aurangabad) with 20 FLs to sell various Life Insurance, Health Insurance & Motor Insurance policies of almost 90% Insurance Company of India. Distribution Building is the main focus of the Company in which I am working for.

**Organization : Turtlemint Insurance Broking Services Pvt Ltd
Designation : Area Manager
Period : From 14th June 2019 to 30th Sept 2021**

**Job Profile:**

* Leading & Developing a team of 6 Ums in Pune to sell various Life Insurance, Health Insurance & Motor Insurance policies of almost 90% Insurance Company of India. Distribution Building is the main focus of the Company in which I am working for.

**Achievement:**

**Ranked No 1 Territory Director PAN India in FY 2022-23.**

**Received the Same Trophy from Both Co Founders in Shri Lanka Convention.**

**Organization : Kotak Life Insurance Co. Ltd. Pune
Designation : Branch Manager
Period : From 13th June 2013 to 5th June 2019**

**Job Profile:**

* Lead & Development of a team of 3 Manager, 40 Agency Partners & 250 advisors to sell various life insurance policies of Kotak Life Insurance Co. Ltd. Distribution Building is the main focus of the channel which I am working for.

**Achievement:**

Zonal premium Champion Award from MD of the Co for top Manager in Collected Premium in West Zone for the year 2014-2015. Promoted Branch Manager in the year 2015.

**Organization : AVIVA Life Insurance Co. India Ltd. Pune
Designation : Senior Sales Manager
Period : From 1st July 2011 to 12th June 2013.**

**Job Profile:**

* Lead & Development of a team of 4 Business Associates & 30 advisors to sell various life insurance policies of AVIVA Life Insurance Co. Ltd.

**Achievement:**

Bravo Award from AVP for top Manager in NOP in ROMG for first half of the year 2012. Achieved 30 Lacs of Premium in the month of March 2013 & illegible for promotion to Deputy Branch Manager Sourcing. Also received Director certificate for best achievement.

**Organization : TATA AIG Life Insurance Co. Ltd. Pune
Designation : Assistant Business Associate Manager
Period : From 26th August 2009 30th June 2011.**

**Job Profile:**

* Lead & Development of a team of 8 SBA/BA/PBA & 50 advisors to sell various life insurance policies of TATA AIG Life Insurance Co. Ltd. Man Management of Business Associate Channel of Tata AIG Life, PCMC (Pune 03) branch.

**Organization : Birla Sun Life Insurance Co. Ltd. Pune
Designation : Senior Agency Manager
Period : From January 2007 to 24th August 2009.**

**Job Profile:**

**-** Lead a team of 40 advisors to sell various life insurance solutions of Birla Sun Life Insurance Co. Ltd.

**Organization : Team lease Services Pvt Ltd. Pune
Designation : Team Leader**

**Period : September 2006 to January 2007**

**Job profile:**

**-** Lead a team of 8 Executives to sell CASA liability products of IDBI Bank Ltd. Hadapsar Branch.

**PERSONNEL PROFILE:**Date of Birth : 11th October 1979
Present Address : Flat no 104, Tower No 42, Gold Tower, Amanora Park Town, Hadapsar, Pune-411028
Permanent Address: At Post: Gogamukh, District Dhemaji, Assam - 787034
Martial Status         : Married

PAN: AAUPU9882A

Current CTC: 20,00,000