RESUME

**Dinesh Kumar**

Address: House no. 2408, St No. 8, Jammu Colony, Ludhiana-141003

Mobile: 83604-04497-99880-69446

**E-mail*: dineshgupta071@gmail.com***

**As a hard working seeking an opportunity to learn & utilize my skills in the industry to achieve growth for the organization being innovative & to apply 3D’s: - Determination, Dedication & Discipline with Punctuality.**

**Objectives**

**I can take up any responsibility and complete the given work successfully and able to work in a 24\*7 work environment. I believe that my commitment and hard work Enthusiastic to face any challenge in life will never fail me. I am also comfortable working with teams.**

**Pen Picture**

Goal Oriented - Committed to success.

**Core skills**

Excellent Communicator.

Strategic Thinking; Tactical Execution.

Strong Customer Focus.

Client Communications/Interaction.

Determination, Dedication & Discipline

Punctuality

**1 Organization : Bajaj Capital (Venue) Duration : 12 Jan 2010 to 30 Oct2013**

**Employment History**

Location : Ludhiana (Punjab)

Designation : Sales Executive

Role & Responsibilities: Meet with customer and bring new Business.

2 Organization : Exide Life Insurance Company Limited. (Alliances) Duration : 01 Nov 2013 to 18 Aug2017

**Location : Ludhiana (Punjab)**

Designation : Senior sales officer

Role & Responsibilities: Meet with channel partner & bring the Business.

3. Organization : HDFC Life Insurance Co. Ltd. (Alliances) Duration : 18 Sep 2017 to 07 June2019

**Location : Ludhiana (Punjab)**

Designation : C.A.M.

Role & Responsibilities: Meet with Channel Partner & Bring the Business.

4 Organization : Jay Shree Balaji Ventures Pvt. Ltd. (Broker) Duration : 5 July 2019 to 28 Dec2020

**Location : Ludhiana (Punjab)**

Designation : Senior Sales Manager

Role & Responsibilities: Meet with Customer Sales All Type Loan and Cross Sales L.I. and G.I.

|  |  |  |
| --- | --- | --- |
| **5** | **Organization Duration Location****Designation** | **: Reliance Nippon Life Insurance (Loyalty Channel)****: 25 Jan 2021 to 14 Sep 2021****: Ludhiana (Punjab)****: Senior Relationship Manager** |
|  **Role & Responsibilities: Meet with Customer Bring the Business** |
| **6** | **Organization Duration Location****Designation** | **: Reliance SML Limited (Retail)****: 04 Feb 2022 to 31 May 2022****: Ludhiana (Punjab)****: Senior Representative** |

Role & Responsibilities: We have created new retailer and work with them

 7 Organization : Policy Bazaar Insurance Broker Ltd. (Broker)

 Duration : 28 June 2022 to 11th Sep. 2023

 Location : Ludhiana (Punjab)

 Designation : Relationship Manager

 **Role & Responsibilities: Meet with Customer Bring the Business**

 8 Organization : Manipal Cigna Health Insurance

 Duration : 20 Sep 2023 to 28 Feb 2024

 Location : Ludhiana (Punjab)

 Designation : Relationship Manager

 Role & Responsibilities: We have created new retailer and work with them

* 10 th from Punjab School of Education Board (2003)

**Education**

* **10+2 from Punjab School of Education Board (2005)**
* **B.A (Punjab University Chandigarh) (2009)**

**Computer Literacy**

Basic Knowledge of MS-Office & Internet.

Strengths

 Ability, Interest and willingness to learn.

Self-analyzing prodigy

Adaptability to change

Time management

 **Personal Details:**

Name Dinesh Kumar Father’s Name: Sh. Ram Bahori

Date of Birth: November-17-1986

Nationality: Indian

Marital Status: Married

Linguistic Knowledge: English, Hindi. Punjabi

 Name: (Dinesh Kumar)