

# Harishankar Mishra

Lig 1/751 Veersawarkar Nagar Hirapur Raipur CG  
8085982645 | harishmishracool0@gmail.com

## Objective

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Sales professional with 5+ years experience in lead generation and lead qualification, proven customer service, and communication skills to effectively fill the Sales Associate role in your company.

## Experience

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- **Aditya Birla Sun Life Insurance** Aug-2024 -  
Territory Manager
- **Tata Aig General Insurance** Dec-2023 - Aug-2024  
Senior Channel Sales Manager  
Recruit & Manage a Team of Agency Partners/Business Mentors
- **Icici Prudential life Insurance** Jan-2019 - Dec-2023  
Agency Manager  
Recruit & handle team of financial advisor  
Meet with customer along with financial advisor  
Sell Life Insurance & Other investments of the company  
Manage the daily activity of producers to ensure strong pipeline.  
Coach and guide to cross sell and grow the business  
Make individual agents grow at least 20% for every year  
Ensuring IRDA compliance regarding licensing and commission payments of agents  
Responsible for ensuring quality of applications  
Support/guide the producers in all activities related to policy services  
Train agents on products, process and USP's of Co.

## Education

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- **CG Board** 2013  
High School
- **CG Board** 2015  
Higher Secondary
- **Pt. Ravishankar Shukla University Raipur** 2018  
B.com

## Skills

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- Team Building Team Handling Sales Communication Skill Problem solving

## Languages

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- Hindi English

## Personal Details

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- Date of Birth : 09/12/1997
- Nationality : Indian
- Religion : Hindu
- Gender : Male

## Declaration

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- "I certify that the information provided in this resume is true and accurate to the best of my knowledge."