

**INDIRA PALIVALA**

**Bachupally Hyderabad ,Email: indu5566@gmail.com**

**Marital status:Married**

**Summary:**

working as Sr.Bancassurance Manager with 7.6 years of experience driving assigned sales targets through strategic growth, leading competitors, Build relationship with Bankers and customers. Fiercely competitive in my approach to acquire business, and able to handle complex situations from a strategic perspective. Presently seeking a leadership position with a Market-leading high-growth company that offers opportunities for advancement into sales management.

**PROFESSIONAL EXPERIENCE**

**HDFC LIFE**

**Sr.Bancassurance Manager**

Working in HDFC BANK Bancassurance Channel build Relationship with Bankers and customers to Improve and reach the sales targets, implement company business plan and provide information for future improvement for Business growth.

☐ To meet assigned sales targets given by the organization on every year improving persistency, recognitions from the top management.

☐ Responsible for resolving problems, Handling objections from customers, identifying and analyzing market share, monitoring competitor activities and responding to customer needs, queries, service and sales.

Date of joining with Hdfc life: May 2016 As a Trainee.

Certification: Post Graduate Diploma in Insurance from Manipal university Bangalore

Education: Master Of computer Applications.

**SKILLS:**

☐ MS Excel abilities: Pivot tables, data analysis, and market trends

☐ Client relationship management abilities, objection handlings

☐ Strong and convincing customers and adopt the new technology.

Thanks,  
Indira.P