

Indranil Paul

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Summary

Ambitious and self motivated who has the necessary skills and personal attributes required. Boasting a established ability to deliver growth, maximum sales and achieve set targets. Having a background in sales and a knack of bringing out the best in others. Prepared and available to take on a challenging role in any fast paced highly competitive market place.

Professional Experience

Girnar Insurance Broking (Insurance Dekho) Sep2023 - Sep2024
Worked as an Area Manager at Girnar Insurance Broking.

Reliassure Insurance Broking Feb2023 - Sep2023
Worked as an Area Manager maintaining close relationship with two-wheelers and tractor dealers in West Bengal.

Toffee Insurance July 2021 - Jan 2023
Worked closely and maintain relationship with the dealership regarding two wheeler and tractor insurance business.

Hero Insurance Broking Aug 2018- June 2021
Previously worked as a Network supervisor, maintaining close relationship with Hero Motocorp dealers, ARD and ASC.

ICICI Lombard July 2018 - Aug 2018
Worked as a sales trainee.

Present Job Profile

Handling dealership business in Kolkata, Howrah, Hooghly , South & North 24 Pgs
Onboarding new channel partners in concerned areas.
Ensuring business growth and streamlining motor insurance business.
Ensuring that the dealers are facilitated to proper commitments.

Academic Details

B.COM Calcutta University (2018)
12th H.S W.B.C.H.S.E (2015)
10th W.B.B.S.E (2013)

Computer Skills

MS Excel, MS Word, Power point

Skills

Sales negotiation,
Customer relationship management
Insurance product knowledge
Networking
Problem solving
Cold calling

Strengths

Effective communicator

I have strong verbal and written communication skills, allowing me to effectively communicate with clients, sales teams, and underwriters resulting in successful sales negotiations.

Goal-oriented

I am highly motivated and driven to achieve sales targets. I consistently set goals and develop strategies to exceed expectations, resulting in consistent sales growth.

Problem solver

I am skilled at analyzing complex situations, identifying solutions, and implementing effective strategies. My problem-solving abilities have led to improved customer satisfaction and retention.

Personal Details

D.O.B	:	21.08.1997
Father's Name	:	Ajit Paul
Gender	:	Male
Nationality	:	Indian
Languages known	:	Bengali, English & Hindi

Declaration

I declare that the informations and facts stated herein above are true to best of my knowledge,

Date: