Tanneeru Janardhan

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Contact: 8367415156.

**PERSONAL SUMMARY**

A well networked and highly successful manager with extensive customer service experience and of working to set schedules and deadlines. Boasting a strong background of supporting staff & senior management, as well as possessing an excellent commercial approach to solving problems and developing business.

 I am seeking a position within an ambitious & exciting company where I can utilize my managerial experience and be challenged to push myself further.

**EDUCATION DETAILS:**

SSC: [ZPSS]—2002.

INTERMEDIATE: TRINITY JUNOIR COLLEGE – 2004.

DEGREE: AVANTHI DEGREE & PG COLLEGE – 2007.

**Work Experience:**

A self-motivated and organized professional with over 12 years' of experience providing thorough and skillful support to department managers.

Strong background in marketing, business development, and project management.

**ACHIVEMENTS:**

In every organization every year got the promotions and best employee of the year and also getting the high package.

**CAREER HISTORY:**

* TATA Tele Services Limited - CUSTOMER RETENTION MANAGER in Secundrabad Branch.
* From 01-07-2009 to 23-03-2011.

**Duties:**

 Dealing with customer enquiries by telephone, email, letter or face to face.

Ensuring that a customer’s problem is brought to a satisfactory conclusion.

Involved in developing a customer service policy.

Collecting and analyzing data to monitor the level of customer service.

* BIRLA SUN LIFE INSURANCE – As a Senior Agency Manager in Ramagundam Branch**.**
* From **July 30th, 2011 to April 23, 2013**.

Responsible for selling insurance policies by qualifying applicants, following leads and soliciting business.

Marketing insurance products to new and existing clients within a defined geographical area.

Providing insurance and financial services to individuals, families and businesses.

Collecting and analyzing complex insurance quotes, comparing them and then finding the cheapest quote.

Responding to customer inquiries and requests regarding insurance products.

Developing profitable relationships with existing and new customers.

Attending all sales meetings and sales strategy sessions.

Quoting insurance rates.

Gathering accurate and complete marketplace intelligence.

Accurately completing new insurance applications.

* SAPTAPADII MARKETING SERVICES: Worked as a Branch Manager for Hanmakonda Branch. 1st, May, 2015 to 1st, August , 2022.

**Duties:**

Developing, implementing and maintaining a business plan for the branch.

Coordinating sales, purchasing, distribution, warehousing and staff costs.

Managing the daily activities of the branch.

Identifying then addressing team training and development needs.

Coaching and developing staff to do more and better.

Adherence to regulatory requirements.

Providing excellent service to customers interpreting, analyzing and producing sales & financial data.

Enhancing awareness of the company branch and brand.

Responsible for dealing with complex and diverse managerial problems.

5. **ICICI LOMBARD GENERAL INSURANCE** – Working As a Relationship Manager in Health Agency, for Karimnagar Branch. From 19thOct, 2022 to till date.

Responsible for selling health insurance policies by qualifying applicants, following leads and soliciting business.

Agent Recruitment. Accurately completing new insurance applications.

**POLICY BAZAAR INSURANCE BROKING** – Working As a Senior Relationship Manager in Health Agency, for Karimnagar Branch. From 09thOct, 2023 to till date.

Responsible for selling health insurance policies by qualifying applicants, following leads and soliciting business.

Agent Recruitment. Accurately completing new insurance applications.

**Area of Expertise:**

Management disciplines Marketing

Closing deals Customer service Risk assessment

Meeting deadlines forward planning

Time management

**CAREER STATEMENT:**

“I feel that my greatest strengths are my ability to develop and maintain a close working relationship with my customers. This allows me to gain an in-depth understanding of their individual needs and requirements. I can then deliver a professional response to them.

**PERSONAL DETAILS:**

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