

Curriculum Vitae

KALPESH DARJI
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Goal-oriented professional offering over 7 years of experience targeting assignments in Channel sales, Retail & Institutional sales in insurance & finance sector preferably in Gujarat.

PROFILE SUMMARY

- A vibrant performance-driven professional with rich expertise in **channel management, retail sales, sme-corp-govt sales, institutional & horeca sales** with key focus on profitability, client relationship & optimal utilization of resources and means.
- In-depth understanding of designing and deploying sales and marketing strategies, programs and contents to improve sales opportunities with brainstorming ideas.
- Performing distributors & retail campaigns, events & activities, developing technique and solutions that generates revenue growth. Well-versed in sales lifecycles & skilled negotiator.
- A proactive leader and planner for securing key clients/customers and increasing product distribution to grow market share.
- Experience in new business development, competitive market expansion, sales leadership in telecom – remittance industry & fmcg firm and addressing individual skill gaps & suggesting ways to facilitate the resolution & dissolving conflict.
- Strong research and analytical skills for supporting business strategies through analysis of market performance indicators and trends.
- Proficient in building relations with channel partners and key accounts; seizing control of critical problem areas and delivering business growth consistently.
- Excellent interpersonal, communication and organisational skills with proven capabilities leading and motivating teams towards achieving organisational goals.

CORE COMPETENCIES

<i>Sales & Marketing (BTL)</i>	<i>Channel Distribution</i>	<i>Budgeting</i>
<i>Business Development</i>	<i>Market Analysis</i>	<i>Team Management</i>
<i>Client Relationship Management</i>	<i>Sales Forecasting Vendor</i>	<i>Management</i>
<i>Territory Mapping</i>	<i>credit controlling Key</i>	<i>account Management</i>

ORGANISATIONAL EXPERIENCE

CHOLA MS GENERAL INSURANCE (23th OCT 2023 - to present)
(Reporting to AREA HEAD Gujarat) (TRADITIONAL BRANCH MANAGER)

Key Result Areas:

- Agency All LOB
- Banca All LOB
- OEM All LOB

TATA AIG GENERAL INSURANCE COMPANY LIMITED 09/09/2020 – 21/10/2023
(CHANNEL SALES MANAGER)

MAGMA HDI GENERAL INSURANCE COMPANY LIMITED 25/10/2019 – 07/09/2020
(SALES MANAGER)

RELIANCE RENERAL INSURANCE COMPANY LIMITED : 23/05/2019 – 16/09/2019
(SENIOR DECLOPMENT OFFICER)

IFFCO TOKIO GENERAL INSURANCE COMPANY LIMITED : OCT/2017 – 03/01/2019
(RELEATIONSHIP EXECUTIVE)

CHOLA MS GENERAL INSURANCE COMPANY LIMITED : 15/09/2016 – 01/10/2017 (CSE JOB
ROLL)

Key Result Areas:

- Managing all aspects of sales, revenue attainment and management of channel partnerships; evaluating, identifying and securing large product channel deals.
- Supervising business planning and performance management of channel partners, including development and execution of joint sales plans, local area marketing, staff coaching, recruitment and hosting constructive meetings
- Conducting quarterly reviews with key partners to set goals and ensuring targets were met
- Providing consistent partner management to ensure partners develop their sales, pre-sales and delivery capabilities in-line with designed strategy
- Executing pre-sales support to partners for customer visits and presentations
- Working closely with channel partners to develop agreed business development plans which includes lead generation activities
- Updating the management on current and latest developments in marketplace and competitor activities
- Efficiently Driving Financial Advisor's and Agents for various products and policies.
- Taking care of all the Endorsement and Timely updating the Hypothecation.
- Timely informing the renewal and calculating the quote.
- Taking care of Claims and settlements of Clients.

- Making new associate partners such and financial advisors and agents and spreading networks.
- Coordinating with Distribution Operations for Pre-Licensing Training and Licensing.
- Providing best and most competitive quotes for closing the deals.
- Handling various products such as Fire, Burglary, Marine, WC, GHI, GPA, Merchant Insurance, Package Products, CAR-EAR-CPM, Jewellers Block, Product Liability & Public Liability, Profession Indemnity Etc.
- Develop the Way to the Market for various segments and develop agents on the same.
- Reconciliation of partner accounts and coordination with all departments for the same.
- To execute underwriting policies and provide feedback for improvement of the same.
- Management of Loss Ratios
- Ensure compliance with the regulatory requirements of IRDA and other authorities.
- Ensure Compliance with Internal Norms
- Cheque Bounce Recovery, QC.

ACADEMIC DETAILS

- BCA IN H.N.G.U (MARCH-2017)
- 12th from The K.B vakil vidhyalay school Radhanpur (MARCH 2014)
- 10th from The K.B vakil vidhyalay school Radhanpur (MARCH 2012)

PERSONAL DETAILS

Date of Birth: 21/01/1997

Languages Known: English, Hindi, Gujarati

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