

MAHADEVASWAMY S

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SUMMARY

I define myself as a confident, creative and as a person who constantly looks forward for improvisation. Dedication and determination is my policy towards work. Provided an opportunity I promise I would work with absolute sincerity and give my best towards my duties. Seeking the challenging environment in the Company field where I can learn knowledge and exhibit my skills.

KEY SKILLS

- Ability to work with Team and Individual.
- Administration, Marketing and Operational Management.
- Positive attitude for hard working.
- Self-Motivated & quick Learning.
- Customer Support Management.
- Account & Staff Management.
- Business Development.
- Branch Management.
- Multi-Tasking Ability.
- Revenue Forecasting.
- CRM Tool LSQ and ODOO.
- Partner Management.
- Computer Basic and MS Office (Excel, Word, Power Point). And Power BI (basic)

EXPERIENCE

07/2024 – Till Date

Shriram Life Insurance Company LTD - Bengaluru, IN

Key Responsibilities:

- **Team Leadership:** Lead, motivate, and manage a team of insurance agents and support staff.
- **Sales Strategy:** Develop and implement effective sales strategies to achieve business goals.
- **Client & Partner Relations:** Build and maintain relationships with partners, clients, brokers, and agents to drive sales.
- **Operations Oversight:** Oversee daily operations, including claims processing, policy renewals, and underwriting.
- **Regulatory Compliance:** Ensure compliance with industry regulations and internal policies.
- **Performance Analysis:** Analyse performance metrics and market trends to refine sales strategies.
- **Budget & Profitability:** Manage branch budget, revenue, and expenses to ensure profitability.
- **Marketing Collaboration:** Work with the support and admin team to create promotional materials targeting potential clients.
- **Marketing Activities:** Conduct marketing campaigns, participate in local events, and engage with the community to increase branch visibility.

- **CRM Management:** Utilize CRM systems to manage client information and track progress.
- **Sales Tracking:** Track monthly sales and generate reports for business development planning.
- **Sales Planning:** Develop sales plans, goals, and strategies to meet team and revenue targets.
- **Training & Development:** Hire, train, coach, and mentor junior sales personnel to ensure their success.
- **Client Acquisition & Revenue Growth:** Focus on client acquisition, operations work, and overall revenue growth.
- **Sales Channels:** Manage both B2B sales and inside and field sales.
- **Customer Data Analysis:** Analyse customer data to identify trends, preferences, and growth opportunities.
- **KYC & Underwriting:** Oversee KYC verification and the insurance underwriting process.
- **Client Onboarding:** Ensure efficient customer onboarding and document verification.
- **Claims Support:** Provide support for insurance claims and manage the document processing.

02/2022 – 05/2024

Sales Manager Ohealer Health Care Services PVT LTD (CLINIKK) - Bengaluru, IN

Key Responsibilities:

- **Branch Operations Management:** Supervise daily operations, staff management, and overall administration of the branch.
- **Team Leadership & Training:** Hire, train, coach, and mentor staff members, ensuring their success in their roles and meeting team goals.
- **Sales & Marketing:** Manage the sales and marketing department, including developing and executing sales plans and strategies.
- **Collaborative Marketing:** Work with the admin team to create promotional materials targeting specific customer segments and implement marketing activities like campaigns, event participation, local promotions, and community engagement.
- **Client & Partner Relations:** Focus on client acquisition, B2B sales, and business development, building strong relationships with partners, brokers, and clients.
- **CRM Management:** Utilize CRM systems to track client information, monitor progress, and generate insights for business planning.
- **Sales Tracking & Reporting:** Track monthly sales, generate reports, and develop business strategies based on sales data.
- **Operational Oversight:** Manage internal processes including insurance underwriting, KYC verification, customer onboarding, document verification, and insurance claim assistance.
- **Revenue Growth & Financial Management:** Focus on client acquisition, revenue growth, and ensure branch profitability.
- **Customer Data Analysis:** Analyse customer data to identify market trends, preferences, and opportunities for business expansion.
- **Claims Support:** Provide support for insurance claims processing and payment reimbursements, ensuring smooth document flow and client satisfaction.

11/2011 - 12/2021

Team Manager, TO Branch Manager and Asst General Manager (Sales and Operation) Kanva Group of Companies - Bengaluru, IN

Key Responsibilities:

- **Sales Activity Management:** Maintain accurate records of all sales activities, including visits, follow-ups, presentations, and quotes.
- **Relationship Building:** Establish and nurture relationships with key decision-makers across various accounts to drive business growth.
- **Team Leadership:** Supervise, train, coach, and mentor staff members to ensure success in their roles and achievement of team goals.
- **Branch Operations & Administration:** Oversee branch operations, including administrative duties, staff management, and ensuring smooth day-to-day functioning.
- **Marketing Strategy:** Collaborate with the admin team to create promotional materials for target customers and execute marketing activities such as campaigns, events, local promotions, brochure distribution, and community engagement.
- **CRM Management & Customer Support:** Maintain and manage a comprehensive customer database to track and evaluate customer interactions, ensuring efficient CRM use and providing exceptional customer support.
- **Data Analysis & Insights:** Analyse sales data to identify trends in customer preferences, buying patterns, and areas for growth.
- **Client Acquisition & Operations:** Focus on client acquisition, managing operations, and ensuring the efficient onboarding of new clients with proper document verification.
- **Market Segmentation:** Work across various business segments, including banking, retail, real estate, hotel/resort membership, and travel business.
- **Banking Collaborations:** Work closely with Canara Bank on banking transactions, account opening processes, and the management of Fixed Deposit (FD) and Overdraft (OD) accounts.
- **Staff & Marketing Management:** Oversee staff performance, marketing initiatives, and ensure alignment with overall branch goals.

EDUCATION AND TRAINING

06/2014

B.COM, University of Mysore Percentage: **71.75%**

06/2011

D.Ed JTI Malavalli, KSEEB Percentage: **74%**

06/2009

PUC Verma Boys PU College Kollegala, Karnataka PU Board Percentage: **65.66%**

06/2007

SSLC SSK High School Ponnachi, KSEEB Percentage: **54%**

PERSONAL INFORMATION

Date of Birth: 20/06/1991

Gender: Male

Nationality: Indian

Marital Status: Single

Religion: Hindu

LANGUAGES

Kannada
English

HOBBIES AND INTERESTS

- Sports
- Travelling (Biker)
- Reading Books
- Photography

DISCLAIMER

I hereby declaring that the above particulars furnished above are true and correct to the best of my knowledge and belief.

Your Faithfully

MAHADEVASWAMY S