

To work in a growth-oriented organization that provides challenging opportunities for sustainable career growth and provides an ideal platform to enhance my sales, marketing & managerial skills.

Work History

2020-12 -
Current

Area Manager (Agency Channel)

Turtlemint Insurance Broking Services Pvt Ltd, Noida

- Handling 4 branches with 27 FLS and 4 branch heads and responsible for making the territory profitable with mix products (Life insurance, Health Insurance, Motor Insurance, Mutual Fund, Credit cards, Personal Loans, Wellness programs etc.).
- Conducted regular performance evaluations to identify areas for improvement and develop action plans for growth.
- Increased team productivity by streamlining processes and implementing more efficient systems.
- Developed comprehensive training programs that equipped employees with the skills necessary for success in their roles.

2019-08 -
2020-09

Branch Manager (Agency Channel)

Apollo Munich Health Insurance, Delhi

- Managing a team of ADM's (on role employees)
- Implemented effective sales strategies to achieve branch targets and exceed expectations consistently.
- Developed a strong agency team through effective training, coaching, and performance management practices.
- Implemented targeted sourcing methods to attract high-quality candidates with diverse backgrounds and skill sets.

2018-08 -
2019-08

SM(DSF)

TATA AIA Life Insurance Co.Ltd, Delhi

- Enhanced team productivity by implementing efficient work processes and regularly reviewing performance metrics.
- Coordinated resources effectively to meet project deadlines and achieve desired results.

MOHD ASIM

Marketing and Sales

Contact

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Skills

Relationship building and management

Business development and planning

Team Building

Territory Management

Staff Training and Development

Strategic Planning

- Developed comprehensive product knowledge, enabling tailored solutions for clients' specific needs.
- Assisted in recruiting top talent for the sales team, contributing to a high-performing work environment.

2016-10 -
2018-08

Area Manager

SMC Insurance Brokers Pvt. Ltd, Delhi

- Managed 20 retail branches of north region.
- Increased sales revenue by implementing strategic business plans and expanding client base.
- Delivered consistent revenue growth by executing targeted marketing campaigns tailored to specific client needs.
- Analyzed market trends and competitor activities, adjusting strategies to maintain a competitive edge.

2012-12 -
2016-08

Manager Sales (NCR)

SARE Homes, Delhi

- Manage Real Estate Brokers in NCR.
- Successfully managed a diverse commercial real estate portfolio consisting of office buildings, retail centers, and industrial facilities.
- Assessed property valuations regularly to ensure accurate pricing for both sale listings and lease negotiations.
- Managed tenant relations effectively, ensuring high retention rates and timely rent collections.

2008-09 -
2012-11

Business Head

SMC Insurance Brokers Pvt Ltd., Lucknow

- Managed a team of 65 FLS and 8 Branch Managers of
- Increased revenue by developing and implementing strategic sales initiatives.
- Collaborated with stakeholders to define goals, align objectives, and ensure overall company success.
- Established performance metrics to evaluate progress towards goals and make necessary adjustments for continuous improvement.

2005-09 -
2008-08

Branch Manager

Indiainfoline Ltd, Lucknow

- Optimized branch inventory management practices for improved product availability and reduced stock obsolescence costs.
- Collaborated with senior leadership on strategic planning initiatives to align branch objectives with corporate goals.
- Strengthened relationships with key clients, securing long-term partnerships and driving revenue growth.
- Improved customer satisfaction ratings by enhancing service quality and resolving client issues promptly.

Education

2003-01 -
2005-04

MBA

IPEM College - Ghaziabad

1998-01 -
2001-04

Bachelor of Commerce (B.COM)

LUCKNOW UNIVERSITY - Lucknow

BQP Certified

BQP

Achievements

- Best performer Pan India for JFM (Year 2022-23) in terms of FLS productivity.
- Highest cross sell business in North Zone (JFM Quarter)
- Highest incentive earners (FLS & Branch Manager)
- Qualified for 5 International Trips.