

# AJANTHAN N

## SUMMARY

Aspiring to Grow and to own greater responsibilities; to Lead & Groom People; to build & handle large Channel; to excel in terms of Business Productivity; and quench my continuous learning thirst in knowledge acquisition.

## EXPERIENCE

**Shrinithi Insurance Brokers Pvt Ltd (08/2024 – Till date)**

**Territory Sales Manager**

- Handling 5 Relationship Manager's
- To assist the Team Managers & Agent's, and to help them identify the prospects from their database
- To assist in Make appointments, explore the customer's insurance needs areas, gain customer agreement to purchase, accurately complete sales documentation
- To assist in sales completion by facilitating completion of medical reports & ensuring prompt issue of policy document
- Explore opportunities to develop new markets/ segments in line with company sales strategy from time to time
- Build a good customer base in order to explore opportunities to cross-sell & up-sell, Obtain referral to further prospects where appropriate
- Build long term relationship with Agent's & Clients by responding appropriately to all bank/client queries either directly received or forwarded by the service company

**D2C Insurance Brokers Pvt Ltd (11/2023 – 08/2024)**

**Territory Sales Manager**

- Company Overview: Formerly known as Renewbuy.com
- Handled 6 Relationship Manager's
- To assist the Team Managers & Agent's, and to help them identify the prospects from their database
- To assist in Make appointments, explore the customer's insurance needs areas, gain customer agreement to purchase, accurately complete sales documentation
- To assist in sales completion by facilitating completion of medical reports & ensuring prompt issue of policy document
- Explore opportunities to develop new markets/ segments in line with company sales strategy from time to time
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**Tata AIG General Insurance Company Ltd (10/2020 - 09/2023)**

**Senior Channel Sales Manager**

- To recruit the Agents, Train them with product knowledge, to provide Health insurance products to their customers
- To assist the Agent's, and to help them identify the prospects from their database

- To assist in Make appointments, explore the customer's insurance needs areas, gain customer agreement to purchase, accurately complete sales documentation
- To assist in sales completion by facilitating completion of medical reports & ensuring prompt issue of policy document
- Explore opportunities to develop new markets/ segments in line with company sales strategy from time to time
- Build a good customer base in order to explore opportunities to cross-sell & up-sell, Obtain referral to further prospects where appropriate
- Build long term relationship with Agent's & Clients by responding appropriately to all bank/client queries either directly received or forwarded by the service company

**Bajaj Allianz General Insurance Company Ltd (08/2017 - 09/2020)**

**Relationship Manager**

- To assist the IME's, with product knowledge, to provide Health insurance products to their customers
- To assist the IME's, and to help them identify the prospects from their database
- To assist in Make appointments, explore the customer's insurance needs areas, gain customer agreement to purchase, accurately complete sales documentation
- To assist in sales completion by facilitating completion of medical reports & ensuring prompt issue of policy document
- Explore opportunities to develop new markets/ segments in line with company sales strategy from time to time

- Build a good customer base in order to explore opportunities to cross-sell & up-sell, Obtain referral to further prospects where appropriate
- Build long term relationship with IME's& clients by responding appropriately to all bank/client queries either directly received or forwarded by the service company

**HDFC Standard Life Insurance Co. Ltd (12/2011 - 07/2017)**

**Senior Corporate Agency Manager**

- To assist the Channel Partner, with product knowledge, to provide life insurance products to their customers
- To assist the Channel Partner to generate in-branch leads, and to help them identify the prospects from their database
- To assist in Make appointments, explore the customer's insurance needs areas, gain customer agreement to purchase, accurately complete sales documentation
- To assist in sales completion by facilitating completion of medical reports & ensuring prompt issue of policy document
- Explore opportunities to develop new markets/ segments in line with company sales strategy from time to time
- Build a good customer base in order to explore opportunities to cross-sell & up-sell, Obtain referral to further prospects where appropriate
- Build long term relationship with the bank staff & clients by responding appropriately to all bank/client queries either directly received or forwarded by the service company

**Sundaram Finance Ltd (11/2003 - 12/2011)**

## Senior Executive

- Worked for Home Loans and Mortgage loans
- Creating a data base by calling the customer
- Verifying the title for the customer
- Evaluating returns with the provided guidelines and closing the deal
- Fulfilling the monthly sales target

## PERSONAL INFORMATION

- Father's Name : Nithyanathan K
- Date of Birth : 09/12/1980
- Qualification : BA English Literature
- Marital Status : Married
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