



Prateek Srivastava

Branch Manager

Experienced insurance professional with 6 years in the industry, I am dedicated to leading high-performing teams, ensuring compliance, and delivering exceptional customer service as the Branch Manager. My focus on innovation, community engagement, and strategic leadership aims to drive our branch to new levels of success. Let's achieve excellence together.

Contact

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Address

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Appartment GURGAON-
122001

Education

2012
High School
CBSE Board - SMPPS SCHOOL

2014
Senior Secondary School
CBSE Board- SMPPS SCHOOL

2017
BCA- Computers
United Institute of Management

Expertise

- Team Management
- Communication
- Analytics
- Negotiation
- Product Knowledge
- Customer Relations
- Claims Processing
- Risk Management

Language

- English
- Hindi

Experience

2023-Current

Robinhood Insurance Brokers pvt ltd-One Insure

Branch Manager

- **Leadership:** Lead and inspire a high-performing team.
- **Strategic Planning:** Develop and implement plans for branch growth.
- **Customer Relations:** Cultivate strong client relationships and enhance satisfaction.
- **Operational Oversight:** Ensure regulatory compliance and streamline operations.
- **Sales and Business Development:** Drive sales, identify new opportunities, and meet targets.
- **Risk Management:** Assess and manage risks associated with insurance products.
- **Technology Adoption:** Leverage technology for process improvement.
- **Community Engagement:** Participate in outreach and build local relationships.
- **Financial Management:** Monitor branch budget and optimize financial performance.
- **Training and Development:** Provide ongoing training and foster a culture of learning.

2017-2023

POLICYBAZAAR.COM

Sales Consultant

- **Client Engagement** -Build and maintain relationships with clients.
- **Sales Target Achievements**-Meet or exceed sales targets and quotas.
- **Product Knowledge**-Stay informed about product features and benefits.
- **Lead Generation**-Generate leads through prospecting and networking.
- **Sales Presentation**-Conduct persuasive and compelling sales presentations.
- **Market Research**-Stay updated on industry trends and competitors.
- **Sales Administration**-Prepare and submit sales reports as required.
- **Customer Service**-Ensure customer satisfaction and address issues promptly.
- **Collaboration**-Coordinate efforts to maximize sales effectiveness.
- **Continuous learning**-Stay abreast of sales techniques and industry updates.

Achievements

- 3 times Star of the Month for highest APE collection at policybazaar.com.
- IRDAI Certified.
- Qualified Dubai Contest in present company.
- Currently Managing Gurgaon Region, having team of 10 members.