

Raman Sinha

5/30, Near Adarsha club, Azadgarh market, Tollygaunge, Kolkata -
700040

7406321251 | ramansinha2412@gmail.com

Objective

Experience of managing operations and implementing strategies towards enhancing market penetrationsl, Business volume and growth

Experience

- 24/7 pvt ltd, Bangalore** Oct 2016 - Dec 2017
Technical support engineer
I was supposed to handle technical issue on my floor where there were team of 150+ employee taking chats and call supports for US client "TARGET".
- Royal Sundaram General Insurance, Siliguri** 21 Dec 2018 - 23 Dec 2020
Territory Sales Manager
I was at Virtual location of Malda Town under siliguri branch.

It was one man location (From balurghat to Raiganj)

I was supposed to handle all kind of business through OEM, Agency, Broker, Banca.

In two years of my tenure, I developed business from scratch to 4 lac monthly GWP.
- TATA AIG General insurance ltd, Burdwan** 26 Dec 2020 - 15 July 2022
Channel sales Manager
I was at Virtual location of Serampore under Burdwan branch. It was also one man location (From Liluah to Chandan Nagar).

I was supposed to do all kind of business here. 3 off role employees were reporting to me.

I enhanced GWP upto 250% during my tenure.
- ICICI Lombard Genral Insurance ltd, Kolkata** 20 July 2022 - 14 Aug 2024
Senior Relationship Manager
I was looking Health insurance business under specific agency and broker channel.

I have to recruit agent and maintain relation with our partner brokers.

Recruited 29 agents in 1st year tenure and done business of 18 lac net for 1st financial year (8 months)
- Micronsure pvt ltd, Hyderabad** 16 Aug 2024 - Till date
Regional Manager
Joined as Regional manager for West Bengal, Orrisa & Bihar and looking corporate, Bank tie ups business.

9 on-role employee reports to me

27 Tie-ups done during 5 months tenure.

Education

- DAV public school, BSEB colony, Patna** 2010
Matric
8.40
- Eklavya educational complex, Patna** 2012
Intermediate
60.40%

- **Haldia Institute of technology, Haldia** 2016
B.Tech
6.38
- **Manipal University, Bangalore** 2018
Post Graduate Diploma in Genral Insurance
8.80

Skills

- Ms Word, Excel , Powerpoint
- Optimistic in nature
- Goal oriented
- Can handle pressure
- Can work for longer hours

Achievements & Awards

- 1st prize during PG degree as group of 3 person representing our batch in intra-Manipal competition named "FIN-CONREDUM" organised by Syndicate Bank.
- 2 times Highest sale of Arogya sanjeevani at Login day for east zone during Covid-19
- 3 times best employee for the month award in Tata-Aig

Interests

- Playing chess
- Solo trip
- Listening old music
- Reading novels

Languages

- English
- Hindi
- Bangla
- Bhojpuri

Reference

- **Mukesh Mishra - ICICI Lombard genral insurance**
Senior manager- underwriter
6206040458
- **Jayant Raj - IBM**
Software developer
8927342202