

## **RESUME**

Name : REETESH JAISWAL

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M.P.

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### **Employment History & Total Experience – 19 yrs (Life & Health Insurance)**

**Current Company : Manipal Cigna Health Insurance (June 2023 to till date)**

**Name**

**Position Title : Region Head, Based at Bhopal ( MP & CG)**

**Previous Company : Bharti Axa Life Insurance (July 2022 to May 2023)**  
Regional Head, Based at Bhopal (Central- MP & Vidhrva)

: Future Generali India Life Insurance Co. Ltd (July 2014 to Feb 2022)

**Position Title :Asst. Regional Manager**

**Position Level :Senior Manager.**

**Achievements**

- 1. Promoted Sr. Branch Manager to Area Manager to Sr. Area Manager to Cluster Manager to Asst. Regional Manager on 1<sup>st</sup> April 2021. Looking Bhopal & Jabalpur Region.**
- 2. No.1 Pan India in Cluster Manager scoreboard of year 2019 & 2020. Top ARM on NOP & ACMM of year 2021.**
- 3. Received Zone Trendsetter award (100% team promoted) of year 2019 & 2020**
- 4. Top Branch in highest KPI for 2015-16,2016-17,2018-19**
- 5. Been In top Branch pan India for JAS quarter 2015 & 2019.**
- 6. Qualified for international contest in JFM 18 & 19, JFM 17 and OND 17 i.e. Bali, Bangkok, Mauritius, Malaysia, Poland,Austria & Dubai.**
- 7. Top Area Manager in active distribution in JFM 16 & CY 2017, 2018.**
- 8. 2 BM Promoted as a Sr. BM and 9 SM got promoted in 9 months.**
- 9. After joining persistency increased from 32% to 85%**

**Responsibility Area :Administration, Operations, Training, Marketing, Sales.**

**Industry :Insurance**

**Job Profile :To manage the overall operations and performance of company-owned branches to achieve planned targets in terms of revenues and income while ensuring proper guidance to the branch employees.**  
To Executes the overall training, Marketing, administration, operations and sales development plans and objectives of the company.  
Conducts company-wide Needs Assessment and prepares the overall Plan/ Calendar for a specific time frame.  
Facilitates orientation program for new employees. Maintains and updates all the job descriptions in Bhopal area..  
Recommends plans and programs that may contribute to a more effective and active profit centre.

Represents the HR Group in matters of company.

Task setting and management, execution, implementation

Drafting supporting documentation required for business activities

Reviewing new contracts and business proposals

**Responsible for doing Branch Manager unit, agency associate & Insurance manage (IM)**

**Kotak Mahindra Life Insurance Co. Ltd- Jan 2007 till June 2014**

**Previous**

**Company**

**Achievements**

**Promoted Deputy Sales Manager to Sales Manager to Sr. Sales Manager to Asst. Branch Manager**

1. Been ranked as Champion Asst Branch Manager winner pan India out of 250 in 2009-10, 2010-2011
2. Best Regional and Area Asst. Branch Manager in contest PHF ka Mahasangram 2010.
3. Qualify for International contest i.e Shrilanka , Bali , Bangkok , Singapore.
4. Winner of Contest Dinner with Winner March 2010.
5. Been In top 3 ABM pan India for Singapore Udaan contest 2012.
6. Six times 1<sup>st</sup> ranked ABM in Tied with Pride monthly issue 2010 & 2011.

**Educational Qualification**

**M.B.E** (Master of Business Economics) with specialization in Marketing, from IPS Academy, Indore (DAVV) (CGPA 7.77/10)

**B.B.A** (Bachelor of Business Administration) from Barkatullah University, Bhopal (68%)

**Other Qualification**

Computer literate

**PERSON**

Date of Birth	:	22.09.1978
Sex	:	Male
Marital Status	:	Married
Languages known	:	Hindi & English
Father's Name	:	Shri G.C. Jaiswal
Profession	:	Retired (in State Bank of India) Also Retired (in Army)
Hobbies	:	Sports, Travelling & Music (Listening)
Co-curricular-Activities	:	* Participated in National & State-level Championships in Volleyball  * Participated in Inter-College Cricket Tournament.

**(REETESH JAISWAL)**