

RESUME

SANJAY

S/o Yugeshwarjha

B.K.Dutta lane New JakkanpurPatna-800001

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Objective

Dynamic achievements driven business Retail Business with 10 years 5 month of rich experience in business development, sales and marketing, key account management consistently delivering performances exceeding expectations. Extensive experience in managing multistage operations as profit centers delivering per-defined volume, value and growth targets. Adept in building sustainable relationships with key account including corporate clients, Banks, HNI and other Channel partner. Well versed in identifying new business opportunities, potential clients and propelling growth through development of customized solutions.

Mahindra Insurance Brokers Ltd.

Territory Manager

20th jan 2023 Till Date.

Job Responsibilities:

- Recruitment of insurance advisors.
- Managing relationship with high net worth clients.
- Motivating and ensuring that each one of them is productive.
- All relationships through engagements, good profiling and financial planning.
- Acquire new customer through converting business leads.
- Planning of annual targets – month wise and product wise.
- Coordination with different institutions for advisors recruitment.

HDFC Life Insurance company Ltd.

Agency Development Manager- Agency

20th july 2022 to 4th Jan 2023

Job Responsibilities:

- Recruitment of insurance advisors.
- Managing relationship with high net worth clients.
- Motivating and ensuring that each one of them is productive.
- All relationships through engagements, good profiling and financial planning.
- Acquire new customer through converting business leads.

Max Life Insurance Co Ltd. Patna(Bihar)
Senior Rakshak Manager – Agency Defence Sales
(12th July 2021 To 15th July 2022)

Job Responsibilities :-

Conduct and execute recruitment drives from various sources in the defence segment for agent/ hiring
& build a team of agent/Rakshak Officer
Ensure product knowledge by Company's ways of training
Joint field calls (JFC) and post presentation follow up process in Units/Battalions.
Develop agents/ Rakshak officer Commando Course platform
Development of agent/Rakshak Officer prospecting habits, calling habits and work
habits Work with agent/Rakshak Officer on planning and reviewing of activities

HDFC Life Insurance Co Ltd. Patna(Bihar)
Sales Manager – Direct Sales Defence
(6th Jan 2020 to 6th July 2021)

Job Responsibilities :-

Conduct and execute recruitment drives from various sources in the defence segment for agent/ hiring
& build a team of agent/Sahurya Officer
Ensure product knowledge by Company's ways of training
Joint field calls (JFC) and post presentation follow up process in Units/Battalions.
Develop agents/ Sahurya officer Commando Course platform
Development of agent/Officer Prahri prospecting habits, calling habits and work
habits Work with agent/Sahurya Officer on planning and reviewing of activities
and goals

DHFL Pramerica Life Insurance Co Ltd.
Patna(Bihar) Prahri Manager – Prahri Sales Defence
(11th Jan 2019 to 3rd Jan 2020)

Job Responsibilities :-

Conduct and execute recruitment drives from various sources in the defence segment for agent/Officer
Prahri hiring & build a team of agent/Officer Prahri.
Ensure product knowledge by Company's ways of training
Joint field calls (JFC) and post presentation follow up process in Units/Battalions.
Develop agents/Officer Prahri on Prahri Commando Course platform
Development of agent/Officer Prahri prospecting habits, calling habits and work habits
Work with agent/Officer Prahri on planning and reviewing of activities and goals
Build an influencer network in conjunction with agent/Officer Prahri to approach Units/Battalions for
Sales Seminar presentations.

Bajaj Allianz Life Insurance Co. Ltd Patna (Bihar)
Executive Sales Manager – Retail Sales Agency
(28th August 2017 To 2nd Nov 2018)

Job Responsibilities:

- Recruitment of insurance advisors.
- Managing relationship with high net worth clients.
- Motivating and ensuring that each one of them is productive.
- All relationships through engagements, good profiling and financial planning.
- Acquire new customer through converting business leads.

SBI Life Insurance Co . Limited patna(Bihar)
Unit Manager – Retail Agency
(30th June 2016 To 17th Feb 2017)

Job Responsibilities:

- Recruitment of insurance advisors.
- Motivating and ensuring that each one of them is productive.
- Analyzing the performance of each agent advisors and take corrective action wherever required.
- Provide training to advisors to get sales target.
- Analysis of MIS received from offices and planning strategies accordingly.
- Planning of annual targets – month wise and product wise.
- Coordination with different institutions for advisors recruitment.

UAE Exchange & Financial Services LTD Patna(Bihar)
Officer Scale III(1st June 2012 to 29th June 2016)

Job Responsibilities:

- Acquisition corporate Sales
- Managing relationship with high net worth clients
- Make a new customer and maintain a relationship between both side.
- Managing all customer issues related to my Branch .
- HNI clients Forex Remittance .
- KYC/AML and other compliance norms are strictly .
- Cross selling various products foreign exchange gold loan.

Academic Qualification

Bachelor of Arts Ignou -2001.

Computer Proficiency

Working knowledge of windows operating system.

Proficient windows office

Personal Details:-

Father's Name : Mr. YugeshwarJha

Mother's Name : Mrs Manjula Devi

Date of Birth : 05-02-1980

Marital status : Married

Languages know : English ,Hindi

Permanent Address : Sadhu Sharan Singh Batukeshwar Dutta Lane

New Jakkanpur Patna(Bihar)-800001

Mobile No. : 7488517752/9999071508

Place : Patna