

C*URRICULUM VITAE

SANTOSHK PATIL

Contact No: - +91-9766136160

E-Mail ID: - santoshpatil0301@gmail.com

CAREER OBJECTIVE:

Enhancement of knowledge of mine through learning attitude and be associated with such an organization where I can implement the change in culture to make the organization much and more competitive. of knowledge of mine through learning attitude and be associated with such an organization where I can implement the change

ACADEMIC C)UAL1FICATION

<u>Exam</u>	<u>University / Board</u>	<u>Year of Passing</u>	<u>Percentage</u>
BA	Shivaji University	Oct 2002	63.33%
H. S.C	Kolhapur Board	February 1999	58.17%
S.S.C	Kolhapur Board	March 1996	52.00%

WORK EXPERIENCE:

Currently Working

Name of Company: NIVA BUPA Helth insurance co.ltd. Job Designation : ABM Ace Agency .

Duration: 26 July 2019 to till date

Pramotion : BDM - Sr. BDM - Key BDM - AP - ABM.

Job Profile:

Recruiting, Training and monitoring the team and thereby meeting the target of the branch along with ensuring profitability and productivity.

Achieve set targets

Managed a team of 3 Agency development Officer with each BDM. and trained them, acquainted them with varied insurance product used by organization to ensure knowledgeable salesmanship.

Cross-selling and up selling of retail lines of products

Develop a strong relationship with the BDM, Agency development Officer and Agents Acquisition and retention of new customers through the Open Market

Manage existing relationships for generating business

Ensuring speedy resolution of queries, maintaining excellent relations with the clients to generate avenue for additional business

Competition mapping and focus on increasing the market share and Recruitment Team.

Name of Company: TATA AIA Life insurance co.ltd. 3ob Designation : ERIC Corporate Agency .

Duration: 08 August 2017 to 22 July 2019

Promotion : 1)ARM to RM (Jan) &

1. RM to SRM (mar)
2. SRM to ERM (mar)

3ob Profile:

Direct Sales Force (service to Sales)

Cross-selling and up selling of retail lines of products Develop a strong relationship with the bank

Acquisition and retention of new customers through the bank Manage existing relationships for generating business

Ensuring speedy resolution of queries, maintaining excellent relations with the clients to generate

Name of Company: ICICI PRUDENTIAL Life Insurance co.ltd "

Job Designation: FSC- Corporate Agency . Duration: (JANUARY 2017 to JULY 2017)

Job Profile:

Bancassurance

Achieve set targets

Cross-selling and up selling of retail lines of products Develop a strong relationship with the bank

Acquisition and retention of new customers through the bank Manage existing relationships for generating business

Ensuring speedy resolution of queries, maintaining excellent relations with the clients to generate avenue for additional business

Competition mapping and focus on increasing the market share Maintaining the product mix

Name of Company: Reliance life Insurance company ltd"

Job Designation : Sales Manager
Duration : (Dec 2013 to Sept 2016)

Promotion : 1)SM to SSM

Job Profile:

Recruiting, Training and monitoring the team and thereby meeting the target of the branch along with ensuring profitability and productivity.

Achieve set targets

Managed a team of 12 agents and trained them, acquainted them with varied insurance product used by organization to ensure knowledgeable salesmanship.

Cross-selling and up selling of retail lines of products

Develop a strong relationship with the Agents

Acquisition and retention of new customers through the Open Market

Manage existing relationships for generating business

Ensuring speedy resolution of queries, maintaining excellent relations with the clients to generate avenue for additional business

Competition mapping and focus on increasing the market share and Recruitment Team.

Name of Company: Bharati Axa Insurance company ltd"

Job Designation : Unit Manager
Duration : (July 2011 to Nov 2013)

Job Profile:

Recruiting, Training and monitoring the team and thereby meeting the target of the branch along with ensuring profitability and productivity.

Achieve set targets

Managed a team of 15 agents and trained them, acquainted them with varied Insurance product used by organization to ensure knowledgeable salesmanship.

Cross-selling and up selling of retail lines of products

Develop a strong relationship with the Agents

Acquisition and retention of new customers through the Open Market

Manage existing relationships for generating business

Ensuring speedy resolution of queries, maintaining excellent relations with the clients to generate avenue for additional business

Competition mapping and focus on increasing the market share and Recruitment Team.

TECHNICAL SKILLS:

MS-CIT, MS-Office & Windows-XP-7

A Complete & Good Knowledge of Internet.

PERSONAL DETAILS

Name : Santosh kondiram Patil.
Permanent Address : A/Post Mhalunge, Tal-Karveer, Dist-Kolhapur,
Date of Birth : 30TH January, 1979.
Gender : Male
Marital status : Married
Nationality : Indian
Language Know : English, Hindi, Marathi.
Contact No : +91 9766136160

DECLARATION

I confirm that the Information provided by me is true to the best of my knowledge and Belief.

Thanking you,

Place : Kolhapur

Date :
Signature

(Santosh Patil)