



## **SIDHARTH KUMAR NANDA**

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### **Personal Details:**

**Gender:** MALE | **Nationality:** Indian | **Marital Status:** Married | **Date of Birth:** 12 June 1976 | **Address:** At Bagdharapur, Po- Fulnakhara, District Cuttack, Odisha, India - Pin Code: 754001, India

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### **SUMMARY**

- A highly skilled & multi-faceted professional with **15+ years** of experience in Business Operations Management, Sales and Marketing Operations, Lead Generation, New Market Development, Channel Management, Training & Development, Strategy Planning, Customer Relationship Management & Team Management
- Excellent track record of consistently achieving targets, building dynamic sales teams & identifying high-yielding services and products
- Record of excellence in training and motivating staff to achieve sales & marketing and corporate objectives
- Expertise in Identifying and implementing strategies, building prospective clients, generating business from new accounts & developing them to achieve consistent profitability
- Proficient in leading & monitoring the performance of team members to ensure efficiency in sales operations and meeting of individual & group targets
- Skillful in devising business plans & strategies based on emerging trends, maximizing benefits through business development initiatives
- Articulate communicator and team player with effective leadership, decision-making, problem-solving, interpersonal, negotiation & presentation skills and a results-driven “CAN DO” attitude individual

### **EDUCATION**

- MBA from Berhampur University , Odisha ,India (2007)
- Bachelor of Arts (B.A) from Utkal University, Odisha, India (1997)

#### **NIA CERTIFICATION**

- Insurance Broker (Life & General)

#### **NISM CERTIFICATION (SEBI)**

- MF Distributor/Securities/Capital Market..

### **WORK TRAJECTORY**

Organization	Designation	Duration
Certigo Insurance Brokers Pvt Ltd	DGM Sales & Marketing	Jan 2024 continue
IRM Insurance Brokers Pvt Ltd	State Head	Nov 2022 Dec 2023
Policy Bazaar Insurance Brokers Pvt Ltd	Area Sales Manager	July 2021- Oct 2022
Invictus Insurance Broking Services Pvt Ltd.	Senior Sales Manager(Turtlemint)	Oct 2019- Nov 2020
Future Generali India Life Insurance Co. Ltd.	Deputy Branch Manager (IM Channel/Agency)	Jun 2017 - Aug 2019
Kotak Old Mutual Life Insurance Co Ltd.	Deputy Chief Manager of APC (Sales) Channel	Jul 2016 - Jun 2017
AVIVA Life Insurance Company India Ltd.	Deputy Manager of Strategic Recruitment Unit	Aug 2013 - July 2016
MetLife India life Insurance Co Ltd	Sales Manager(BA & BP)	Dec 2006 - July 2013

## **As DGM Sales & Marketing**

### **Bhubaneswar (India)**

Monitoring, mentoring & recruiting Managers and POSPs in entire Odisha to setup company vision and develop sales activities and production in a strategic way to take organization into the next level of growth in motor & non motor vertical. Participate in various campaign to promote organization values and motive in urban and rural areas is the prime objective.

## **As State Head**

### **Bhubaneswar (India)**

Monitored, mentored & recruited Managers and POSPs in entire Odisha to setup company vision and develop sales activities and production in a strategic way to take organization into the next level of growth in motor & non motor vertical.

## **As an Area Sales Manager**

### **Bhubaneswar (India)**

Monitored, mentored & recruited a team of FLMs and POSPs in entire Odisha to setup company vision and to develop sales activities in a strategic way to take organization into the next level of growth.

The company branding and marketing penetration was the core part of the responsibility by using virtual assets, man powers and carrying all different type of insurance (Motor, Health, Life, SME, Group & Corporate) solutions for the massive population through Insure tech platform was an objective.

## **As a Senior Sales Manager**

### **Cuttack (India)**

- Managed & developed a team of salaried Unit Managers & Relationship Managers in terms of B2B, B2C & C2C sales, support them to develop their respective team of Digital Leaders & Digital partners.
- Branch budget achievement, giving profit to the company as per assignment.
- Made a team to update on products, contest & adding new resources that help to achieve business criteria month on month was the profile core part for Insurance of Life/Health/Motor & MF.

## **Highlights:**

- Got success since joining with turtlemint by doing need base selling through UM, RM, DL & DPs helping to achieve different Insurer contests along with assigned sales target month on month.
- We as a team are covered e-business successfully in march & april by using multiple applications like Zoom Calls, Google Meet, WhatsApp video calls to engaged & aligned team in one platform and develop esales to cover the distance is absolutely new for us during covid-19 pandemic situation.
- Banking of e-certificates & gift vouchers have been issued for individuals like UM, RM, DL/DP for their achievement on target during the period.
- Achieved over 100% of Branch budget in the 1st & 2nd Quarter of FY 2020-21 and got 1st position among 8 locations in the East Zone and made the branch profitable in health, life & motor vertical.
- Unit Managers have completed their quarterly & half yearly budget and place their name in Budget Busters & League Legends club separately.

## **As a Deputy Branch Manager**

### **Bhubaneswar (India)**

- Played a key role in the day-to-day smooth functioning of the process & activities of the branch as a Deputy Branch Manager

- Managed the operations of recruitment, development, training and mentoring
- Handled a team of salaried “Insurance Managers” for revenue generation through their advisor force
- Developed strategic plans to achieve the Business, Licenses & Activation target as set by the company
- As a leader closely worked on to manufacture “Transformational Leader” for smooth coordination and flow of business in subsequent manner

#### **As a Deputy Chief Manager Bhubaneswar (India)**

- Led and managed a team of salaried “Agency Partners” and their advisors for the smooth coordination, operations and flow of business to achieve sales target in accordance with the company’s target
- Organized numerous types of activities to source good number of resources for new code formation of Agency Partners & their Life Advisors.
- Scrutinized & managed APs & their advisors recruitment process for key deliverance of business on a monthly basis.

#### **Highlights:**

- Successfully Achieved over 100% of Business Target, AP Coding, Licenses & Activation for the year 2016 - 2017
- Qualified in a contest named Clash of Junior Titans based on Activation for the month of January 2017
- Successfully Qualified in the 1st level of “FAST START” Business contest for the month of April 2017(New FY)
- Received award for “Outstanding Performance” in CPI, NOP and Activation of Business Head Challenge contest for the month of November 2016

#### **As a Deputy Manager Bhubaneswar (India)**

- Implemented multiple activities to develop brand value and researched for new advisors and free lancers to enhance manpower for the sales activity, channel development and revenue generation
- Focused on training and examination result on a monthly basis with the new code activations
- Extended support & examined Sales Managers for their advisor recruitment process and monthly activation
- Maintained over 80% in/out ratio in terms of new coding

#### **Highlights:**

- Won “Regional Director Certificate” for the month of July 2015
- Achieved the title “Single Regional Convention Winner” of East Zone on achievement of licensing target for the quarter of 2015
- Received “Best Performer Award” in the State Zone for the month of September & October 2013
- Participated in SM referral campaign and received numerous rewards.

#### **Sales Manager (Bancaasurance)**

#### **Bhubaneswar (India)**

- ☛ generation Planned and implemented multiple strategic plans to generate additional leads and revenue
- ☛ Successfully managed relationship of 67 United Bank of India branches across the Diasporas of Orissa (Bhubaneswar, Cuttack, Puri, Balasore, Berhampur, Jaipur, Jagatsinghpur, Bhadrak, Nayagarh, Kendrapara & Gajapati)
- ☛ Associated with numerous Branch Managers and Credit Managers of respective branches for the smooth flow of the business operations
- ☛ Managed a team of Financial Planning Consultants and Senior Financial Planning Consultants
- ☛ Developed multiple teams and extended support to the FPC’s in meeting and exceeding their productivity
- ☛ Organized sales promotional activities to maximize the of leads and gradually customer base

#### **Highlights:**

- ✓ Chosen & authorized to club new NGO, cooperative society and small financial institute through Group Insurance

Product.

✓ proven track record of consistently achieving assigned monthly targets.

#### **SKILL SET**

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| <ul style="list-style-type: none"><li>• Financial Analysis</li><li>• Lead Generation</li><li>• Sales &amp; Marketing</li><li>• Team Management</li><li>• Competitor Analysis</li></ul> | <ul style="list-style-type: none"><li>• Strategy Planning</li><li>• Revenue Generation</li><li>• Channel Management</li><li>• Business Development</li><li>• Liaising &amp; Coordination</li></ul> | <ul style="list-style-type: none"><li>• Training &amp; Development</li><li>• Operations Management</li><li>• Profit and Loss Management</li><li>• Banking Products and Services</li><li>• Customer Relationship Management</li></ul> |
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*References will be provided upon request*