

RESUME

SOMESHWAR NATH

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CAREER OBJECTIVE: To be an integral part of the organization. Work in an environment of team spirit and comradeship through challenging my efforts and making proper approach in right direction towards meeting the targets and fulfilling the goals.

PROFESSIONAL PROFILE:

- ⇒ A professional with over Ten years of experience in Channel Sales, Business Development, Dealer Development, Direct Sales, Relationship Management and Product Marketing.
- ⇒ Expertise in handling a wide range of Insurance products, Finance, Operations and Collection.
- ⇒ Demonstrated abilities in maintaining healthy relation with clients for business generation.
- ⇒ Comprehensive exposure to MS Office and Internet Applications.
- ⇒ Team player with strong analytical, problem solving & organizational abilities.

WORK EXPERIENCE:

COMPANY: FA Premium Insurance Broker Pvt. Ltd.

From 1st September FA is merge as Good Insurance Broker Pvt. Ltd.

LOCATION: UTTAR PRADESH

DIVISION: General Insurance (Cluster Manager Sales)

AREA OF OPERATION: UTTAR PRADESH

PERIOD: From 23nd June 2023 to 09th February 2024

ACHIEVEMENTS:

1. INCREASED THE SALE FROM Rs. 10 LAC/MONTH TO Rs. 50 LACS WITHIN A PERIOD OF FOUR MONTHS.
2. ACHIEVED PERSONAL LONG TERM RELATIONS WITH ALL MY DEALERS AND POSP

COMPANY: POLICYBAZAAR INSURANCE BROKERS PRIVATE LIMITED

LOCATION: PRAYAGRAJ

DIVISION: General Insurance (Sales)

AREA OF OPERATION: PRAYAGRAJ

PERIOD: From 21st August 2022 to 22 June 2023.

ACHIEVEMENTS:

1. INCREASED THE SALE FROM Rs. 0 LAC/MONTH TO Rs. 35 LACS WITHIN A PERIOD OF FOUR MONTHS.
2. ACHIEVED PERSONAL LONG TERM RELATIONS WITH ALL MY DEALERS AND POSP.

COMPANY: CHOLAMANDALAM MS GENERAL INSURANCE CO. LTC

LOCATION: SONBHADRA

DIVISION: General Insurance (Sales)

AREA OF OPERATION: SONBHADRA & MIRZAPUR

PERIOD: From 05th November 2020 to 17th August 2022.

ACHIEVEMENTS:

1. INCREASED THE SALE FROM Rs. 0 LAC/MONTH TO Rs. 25 LACS WITHIN A PERIOD OF SIX MONTHS.
2. ACHIEVED PERSONAL LONG TERM RELATIONS WITH ALL MY DEALERS AND POSP.

COMPANY: Square Insurance Brokers Pvt. Ltd.

LOCATION: Allahabad

DIVISION: General Insurance (Sales)

AREA OF OPERATION: Allahabad, Pratapgarh & Kaushambi, Sonbhadra

PERIOD: From 10th March 2019 to 30th October 2020.

ACHIEVEMENTS:

- 1: INCREASED THE SALE FROM Rs. 0 LAC/MONTH TO Rs. 45 LACS WITHIN A PERIOD OF FOUR MONTHS.

COMPANY: Future Generali India Insurance Co. Ltd.

LOCATION: Allahabad

DIVISION: Bancassurance (Team Leader)

AREA OF OPERATION: Allahabad, Pratapgarh, Fatehpur & Kaushambi

PERIOD: From 25th June 2016 to 5th March 2019.

ACHIEVEMENTS:

- 1: INCREASED THE SALE FROM Rs. 4 LAC/MONTH TO Rs. 40 LACS WITHIN A PERIOD OF SIX MONTHS.
- 2: ACHIEVED PERSONAL LONG TERM RELATIONS WITH ALL BRANCHE MANAGERS.
- 3: HANDLING 14 SALES EXECUTIVES TEAM FOR BANCASSURANCE.

COMPANY: Bharti Axa General Insurance Co. Ltd.

LOCATION: Kanpur

DIVISION: Senior Executive

AREA OF OPERATION: Kanpur

PERIOD: From 1st July 2013 to 21st Dec. 2015.

ACHIEVEMENTS:

1. INCREASED THE SALE FROM Rs. 6 LAC/MONTH TO Rs. 12 LACS WITHIN A PERIOD OF THREE MONTHS.
2. ACHIEVED PERSONAL LONG TERM RELATIONS WITH ALL MY CUSTOMERS.

COMPANY: ICICI-Lombard GIC Ltd.

LOCATION: Allahabad

PROFILE: Sales Officer

AREA OF OPERATION: Allahabad, Pratapgarh & Mirzapur.

PERIOD: From 1st March 2006 TO 4th March. 2008.

**Promoted on 5th march 2008 & transfer to Delhi as Unit Sales Manager
From 5th March 2008 to 15 Dec. 2012.**

ACHIEVEMENTS:

1. INCREASED THE SALE FROM MERE Rs. 0 LAC/MONTH TO Rs. 23 LACS WITHIN A PERIOD OF ONE YEAR.
2. INCREASED THE DEALER NETWORK FROM 1 DEALER TO 4 DEALERS. APPOINTED 4 DIRECT SALES ASSOCIATES AND 25 AGENTS COMBINED TOGETHER PROVIDING THE BUSINESS OF Rs. 13 LACS/MONTH.
3. ACHIEVED PERSONAL LONG TERM RELATIONS WITH ALL MY CUSTOMERS.

EDUCATIONAL QUALIFICATION:

GRADUATION: BACHELOR IN COMMERCE (B.COM) FROM KANPUR UNIVERSITY KANPUR. IN THE YEAR 2001

SCHOOLING: FROM JAMUNA CHRISTIAN INTER COLLEGE ALLAHABAD.

VOCATIONAL TRAINING: I YEAR DIPLOMA IN COMPUTER APPLICATION AND PROGRAMMING AND SIX MONTHS DESK TOP PROCESSING COURSE FROM ACTI COMPUTERS ALLAHABAD.

PERSONAL DETAILS:

FATHER'S NAME: SHRI SUBHASH CHANDRA BHOLA

DATE OF BIRTH: 10th APRIL 1979

MARITAL STATUS: MARRIED

LANGUAGES KNOWN: HINDI, ENGLISH & PUNJABI

DATE:

(SOMESHWAR NATH)