

Sushant Puranikmath

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CAREER OBJECTIVE

To obtain a challenging and rewarding position in a dynamic organization where I can utilize my skills and experience to contribute to the growth and success of the company.

SKILLS

Decision Making	.
Team Handling	.
Team Building	.
Critical Thinking	.
Flexibility	.

EXPERIENCE

Jun 2014 to Jun 2019

Coordinator

Suresh Angadi Education Foundation

Gathered specifications and other key details to meet requirements of site development. Conceptualized, planned and executed original designs for wide range of website properties. Built user interface, data visualizations and designed overall user experience. Enhanced functionality and appearance of website and repaired functionality issues. Understanding and reviewing the way the school and all its departments function. Managing all CBSE affiliation work Planning Marketing Activities for admissions and lead generation Organising Managing all type of Media and Event Management. Managing school security, caretakers, and other ground staff.

Jul 2019 to Sep 2021

Proprietor

Madhur Enterprises

Recruiting and hiring employees, providing customer support, maintaining inventories, placing orders, keeping track of books, and handling promotional and financial duties. Team handling of 20 members

Oct 2021 to Mar 2023

Business Development Manager

HDFC Life

To build a high performing distribution network of Financial Consultants and enable them to sell life insurance policies. Mentoring, Guiding and Hand holding the FCs. Interaction with FCs Prospects and Explaining the Insurance policies and Closure. Documentation and Verifying the Login Policies. Marketing for Recruitment of FC's.

Mar 2023 to Nov 2023

Deputy Area Manager

Max Life INSURANCE

Understand the IM acquisition and also IMF regulation, value proposition & registration process.

- Acquisition of 6 - 7 IM's in a year independently.
- Independently managing a pool of Insurance Managers mapped to them from existing pool in the beginning only.
- Post successful completion of 1 year, the next level is CDM wherein the focus will be on IMF journey.
- Manage performance of IM's
- * Develop understanding of products & coach IM staff on product USP's
- Implement performance management and rewards system in IM's.
- Provide marketing, training and operational support to IM's
- Manage attrition of IM's through revival or replacement
- Drive quality of business sourced from IM's
- * Ensure right product mix and control key quality measures such as leakage and persistency.

Nov 2023 to Feb 2024

Executive Business Manager -
Bangalore

PNB MetLife

- Strategic Planning: Develop and execute strategic plans for the agency sales department to achieve revenue and growth targets
- Acquisition of IM's independently.
- This includes setting clear objectives, sales targets, and performance metrics
- Relationship Management: Cultivate and maintain strong relationships with agency partners, brokers, or intermediaries
- Act as the primary point of contact and work collaboratively to drive sales and mutual success
- Sales Strategy Development: Collaborate with agency partners to create comprehensive sales strategies and plans that align with the organization's business goals
- Ensure that strategies are competitive and effective
- Performance Monitoring: Oversee the performance of agency partners and their sales teams •Regularly assess progress against sales targets
- and KPIs, providing guidance and support to
- help partners meet their objectives •Contract Negotiation: Lead negotiations and finalize agreements, contracts, and commission structures with agency partners
- Ensure that contracts are mutually beneficial and meet the organization's needs
- Training and Development: Implement training programs and initiatives to enhance the product knowledge and sales skills of agency partners and their sales teams
- Ensure that partners are well-equipped to represent the organization effectively

EDUCATION

Degree/Course	Institute/ College	University/ Board	Percentage/ CGPA	Year of Passing
BCA	Angadi Institute Of Management Studies	Ranni Chennama University	74%	2014

MBA

Angadi
Institute Of
Technology And
Management

VTU

68%

Pursuing

HOBBIES

Traveling

Listen Music

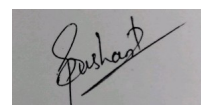
Exploring

PERSONAL DETAILS

Address	Plot no 157 Cauvery Nagar Belgaum
Date of Birth	27/08/1989
Gender	Male
Nationality	India
Marital Status	Married
Languages Know	English, Kannada, Hindi, Marathi

DECLARATION

I, Sushant Puranikmath, hereby declare that the information contained herein is true and correct to the best of my knowledge and belief.



Sushant Puranikmath