

## TUSHAR KUMAR

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### PROFESSIONAL SUMMARY

A sales professional, dynamic and performance given actuary with 6 years plus of experience in insurance sales, I am proficient at identifying sales prospects and turning those prospects into customers. Specializes in utilizing the internet and other new technology to find prospects and maintain contact with client base.

### CORE QUALIFICATIONS

- Strong customer service skills
- Effective at customer communication
- Proficient networking skills
- Efficient at keeping client records

### EXPERIENCE

1. Working as Senior Relationship Officer in Bharti- AXA Life Insurance Company Ltd. from Nov 15<sup>th</sup> 2017 to Mar 25<sup>th</sup> 2020 in DD Armed Force (YODDHA).

#### Achievements:

- Qualifying for Zonal meet
- Awarded to Excellence in performance in JFM 2019

2. Working as Business Development Officer in Canara HSBC life insurance company Ltd. From 10<sup>th</sup> July 2020 to 1<sup>st</sup> Nov 2023 in DST Defence (GARV) Channel.

#### Achievements:

- Qualifying for Regional meet and CEO meet.
- Awarded to excellence persistency in JFM 2023
- Qualifying for many monthly contest.

3. Working as Center Manager Insurance in NJ Insurance Brokers Pvt Ltd. From 13<sup>th</sup> Feb 2024 to till date.

#### Roles and Responsibilities:

- To develop the insurance business in assigned area by supporting the Sales Team.
- Strategic planning for business development of insurance product in coordination with Branch Manager.
- Training of the advisors on Product, Processes and Policies as defined by Head office .
- Relationship building with insurance companies and liaising for various activities.
- Activity Planning, Execution and overall management.
- Operational Assistance to various mapped branches for logins and issuance.
- Involvement in doing Business Opportunity Presentation for bringing new advisors in the business.

## ACADEMIC CREDENTIALS

- Master in Computer Application (MCA) from Sam Higginbottom Institute of Agriculture technology and Sciences (SHIATS) Allahabad. Deemed University (2011-2014)
- Bachelor in Computer Application (BCA) from Sam Higginbottom Institute of Agriculture technology and Sciences (SHIATS) Allahabad. Deemed University (2008-2011)
- HSC from M. S. College, Affiliated to BSEB, Patna, Bihar (2006-2007)
- SSC from Zila School, Affiliated to BSEB, Patna, Bihar (2004-2005)

## TRAINING

- One month Training in “Payroll & Related Independent Modules” at EDP Centre, E.C. Railway.
- Fifteen days plant training at GHCL limited.

## STRENGTH AND HOBBIES

- A detail-minded individual combining strong interpersonal and working skills with creativity.
- Ability to adapt quickly to challenges and changing environments.
- Ability to work in a team with diverse backgrounds.
- Net surfing.
- Visiting new Place.
- Playing computer games.

## PERSONAL VITAE

**Date of Birth** : 18-01-1991  
**Father's Name** : Mr. H. KUMAR  
**Marital Status** : Single  
**Languages Known** : English, Hindi

## DECLARATION

I hereby declare that all information furnished above is true to the best of my knowledge.

**Place:**

**Signature:-**

**Date:**

**Tushar Kumar**