

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 15th 2017 to Mar 25th 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 10th July 2020 to 1st 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 13th 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