

VARUN DUHAN

ADDRESS:-mundiya nikat mankra bilaspur Rampur

Uttarpardesh pincode:- 244901.

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CAREER OBJECTIVE

A highly efficient, result driven and capable marketing executive with a proven ability to effectively develop manage and control relationships between the company and its target audience . Having a proven track record of quickly understanding a marketing campaigns mission , vision and objective and then communicating this to potential customers.

EXPERIENCE

Manappuram finance LTD . 5 Dec 2018 to 1 Aug 2020 .

(Sales representative)

- Business Development &Pre and Post Sale Service
- Sold two wheelers to potential buyers and encouraged other to purchase Two wheelers.
- Administered product description: showing vehicles, demonstrating features to walk-in customers.
- Determined what type of vehicle as well as which particular features the prospect is looking for and discussed accordingly.
- Demonstrated advantages and characteristics of suitable two wheelers on the lot and encouraged the potential buyer for a test drives.
- Succeeded in closing a deal overcome objections, negotiating price and convincing hesitantbuyers to make the purchase.

Axis bank ltd . 18 Dec 2020 to 20 dec 2021 .

- Axis bank Relationship officer (Personal loan) will also cross-sell loans.
- To participate in or to perform special assignments as and when called upon
- Prepare and proactively execute sales plans by taking advantage of the marketing program
- Set appointments, carry out sales call visits, and prospecting and early engagement with new to bank customers
- Value added advice should be given to customers when it comes to cross-selling loans and mortgages, share margin finances etc
- Continuously generate referrals from existing and new customers
- Strong initiative in driving business and customers focus.

BEEKAY DISTRIBUTOR PVT LTD. 2mar2022 to 1mar2024 .

- **Complete store operational requirements by scheduling and assigning employees; following up on work results.**
- **Maintain store staff by recruiting, selecting, orienting and training employees.**

- Maintain store staff job results by coaching, counseling and disciplining employees; planning, monitoring and appraising job results.
- Prepare annual budget; schedule expenditures; analyze variances; initiate corrective actions.
- Identify current and future customer requirements by establishing rapport with potential and actual customers and other persons in a position to understand service requirements.
- Ensure availability of merchandise and services by approving contracts; maintaining inventories.
- Formulate pricing policies by reviewing merchandising activities; determining additional needed sales promotion; authorizing clearance sales; studying trends.

**INSURANCE DEKHO (GIRNAR INSURANCE BROKER PRIVATE LTD)
(ASSOCIATED RELATIONSHIP MANAGER) 21APRIL2024 TO TILL NOW.**

- Meet potential POSP agents in respective geographical assignments.
- Service the Existing POS to drive sales growth Handle Customer Inquiries with a speedy and satisfactory resolution coordinate with Girnar Insurance HO Team for the smooth execution of the sales process
- Create offline training and servicing process for the POSP.
- Should know local agent network.
- Achieve Monthly Sales Target Numbers.
- Should be a Highly Motivated Individual and should be able to drive Channel with ownership.
- Travelling can be frequent.
- Candidate should be from Health Insurance Background having hands-on experience in agency vertical in a General Insurance Company or an Insurance Brokerage Firm.
- Managing relationships with customers.
- Identifying and communicating customer needs.
- Ensuring customer satisfaction.
- Developing and implementing marketing strategies to grow the customer base.

EDUCATION

10th DMA School rampur Uttar pardesh (2008-2009)

12th Monad Public School Gadarpur Uttrakhand (2010-2011)

Bcom Manav Bharti University (2011-2014)

AWARDS & ACHIEVEMENTS.

Captain of school student football team (2010-2011) Monad Public School Gadarpur .

Member of student council Monad public school.

Member of discipline committee (junior wing) sport function of D.M.A Rampur .

SKILLS

Windows, MS Office, Internet, Photoshop .

Personal Details

Father name: Haripal Singh

Date of Birth: 5july 1992

Language Proficiency: Hindi and English

Address :village mundiya near mankara PO narkheretheshilbilaspur.

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