**VIKRAM TRIKAMLAL THAKER**

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# PROFESSIONAL SUMMARY

Dynamic and results-driven professional with over 29 years of experience in sales, training, and team development within the insurance and FMCG sectors. Proven track record in improving branch performance, driving high-value targets, and building high-performing teams. Recognized with multiple awards for excellence in leadership and sales execution.

# PROFESSIONAL EXPERIENCE

**Senior Agency Development Manager - PNB MetLife India Insurance Co. Ltd.**

*June 2024 - May 2025*

* Operated under the Leader Module
* Achieved the prestigious Vijaypath Milestone

**Training Manager - Pramerica Life Insurance**

*Feb 2024 - May 2024*

* Led training programs to enhance agent performance and productivity

**Branch Manager - Shriram Life Insurance**

*Oct 2021 - Feb 2024*

* Directed branch operations and sales team to meet targets
* Consistently exceeded sales goals through effective leadership

**Branch Development Partner - Edelweiss Tokio Life Insurance**

*Nov 2018 - Sept 2021*

* Elevated Jamnagar Branch from PAN India Rank #121 to #3 (2019-2020)
* Qualified for Annual Club Convention in Malaysia (2020)

**Recruitment & Development Manager - Agency - Kotak Life Insurance Company Ltd.**

*July 2016 – Oct.2018*

* Recruited and developed agency force to achieve business objectives

**Trainee Area Sales Manager - Population Services International**

*Jan 2011 - June 2016*

* Managed area development
* Supervised a team of 10 Sales Representatives

**Associate Sales Manager - Max New York Life Insurance Co. Ltd.**

*Jan 2007 - April 2010*

* Focused on recruitment and team development
* Awarded Sales Manager of the Year

**Sales Officer - Dabur India Ltd.**

*Feb 1996 - July 2006*

* Managed 20 distributors and a team of Pilot Sales Representatives
* Ensured effective territory coverage and revenue growth

# EDUCATION

Bachelor of Commerce, M.S. University of Baroda (May 1992)