**Gulshan**



**Gulshan.271383@2freemail.com**

Dubai, UAE

**OBJECTIVE**

Highly experienced & dynamic result oriented professional with organizational skills looking for a challenging managerial level profile with an organization of high repute where my exceptional team management skills and ability to handle pressure will be of immense help in achieving organization goals

**CAREER HIGH LIGHTS**

* 16+ years of rich experience in relationship management, client servicing and business development specially Life Insurance and Health Insurance
* Presently employed as Relationship Manager in Client First Management Consultancy in Dubai
* MBA from KIT’S IMER, Kolhapur, Sivaji University, Maharashtra ( India)
* Possesses abilities in implementing strategies to augment business, streamline distribution networks for business excellence and maximize profit.
* Proactive professional equipped with thorough knowledge and financial understanding in conjunction with excellent relationship management and strategic selling ideas.
* Strong analytical, problem solving and organizational abilities. Possesses a flexible and detail oriented attitude.
* An effective communicator with exceptional relationship management skills with ability to relate with people at all levels.

**EMPLOYMENT RACIAL**

**CURRENT PROFILE**

* **Name of the Company: Client First Management Consultancy**

**Designation: Relationship manager**

**Place: Dubai, UAE**

**Duration: Oct 2015 till date**

**Key Accountabilities:**

* To meet people for selling insurance ( life, health and general), investments and finance.
* Making relationship with different bankers and financing institutions.
* To Facilitate the Credit Insurance to companies.
* After Sale Service to all the clients of Insurance.
* To maintain liaison between all insurance providers and our company.

**Name of the Company: DHFL Pramerica Life Insurance**

**Designation: Branch Head**

**Place: Ambala, Haryana India**

**Duration: May 2015 to Sep 2015**

**Key Accountabilities:**

* Managing the **Shiksha Uday program** in Ambala ( Haryana)
* Meeting parents directly to educate and sell insurance plans.
* Managing a team of 6 Relationship Mangers and reporting directly to Cluster Head
* Handling recruitment of Relationship Managers & imparting training to them.
* Strategizing and implementing short term and long term sales strategy.
* Devising Business Development Strategies to build client base with educational institutions.
* **Name of the Company: HDFC Life Insurance Company**

**Designation: Branch Head**

**Place: Karnal, Haryana India**

**Duration: Apr 2014 to Feb 2015**

**Key Accountabilities:**

* Organizing sales operations ranging across sales forecasting and manpower planning.
* Working as a profit center head and responsible for the profitability of the branch.
* Arranging all the activities for the sales support and monitor them.
* Organizing weekly training sessions and meeting of team in order to make them aware of the changes taking and reviewing their performance.
* Analyzing market trends and tracking competitors for tuning sales & marketing strategies
* Managing a team of Eleven Sales Mangers and reporting directly to Regional Manager.
* **Name of the Company: Max Life Insurance Company**

**Designation: Senior Associate Partner Management**

**Place: Ludhiana, Chandigarh, Ambala and Karnal India**

**Duration: May 2005 to Apr 2014**

**Key Accountabilities:**

* Business Development as a main role within the company was to help nurture existing client relationship and create new accounts.
* Making office a profit center in a stipulated time period.
* Governmental sector: Ministries, Cultural Centers, and Private sectors and Schools
* Plan, locate and establish contacts with new clients for new inquiries through receiving and handling clients' phone calls, Correspondences through sending company introduction and portfolio, and arranging official meetings with new clients.
* Present to and consult with mid and senior level management on business trends with a view to developing new services and products.
* Propose new product developments and explain how such innovations can benefit the clients (Corporate and Governmental).
* Managing a team of six Sales Mangers and reporting directly to Regional Manager.

* **Name of the Company: Shagun banquet Palace**

**Designation: Banquet Manager**

**Place: Ambala, Haryana, India**

**Duration: Apr 2001 to Apr 2005**

**Key Accountabilities:**

* To supervise day to day activities in all the functions held in Banquet hall.
* To smoothen all the functions and activities held.
* **Name of the Company: Inteq Pharmaceutical Ltd.**

**Designation: Area Manager**

**Place: Chandigarh, India**

**Duration: Jan 2000 to Mar 2001**

**Key Accountabilities:**

* Organizing sales operations ranging across sales forecasting and manpower planning.
* Doing hard core sales of communication device, pagers.
* Working as a profit center head and responsible for the profitability of the branch.
* Arranging all the activities for the sales support and monitor them.
* Organizing weekly training sessions and meeting of team in order to make them aware of the changes taking and reviewing their performance.
* Analyzing market trends and tracking competitors for tuning sales & marketing strategies.
* **Name of the Company: Punwire Paging services Ltd .**

**Designation:: City Manager .**

**Place: Mohali,Punjab, India.**

**Duration: June 1997 to Dec 1999.**

**Key Accountabilities:**

* Doing hard core sales of communication device, pagers.
* Working as a profit center head and responsible for the profitability of the branch.

**ACADEMIC QUALIFICATION:**

* **MBA** from KIT’S IMER, Kolhapur, Sivaji University, Maharashtra ( India) ( 1995 -1997)
* **M.A. English** from S.D. College, Ambala ( Haryana, India) ( 1993 – 1995)
* **B. Sc Medical** from S.D. College, Ambala ( Haryana, India) ( 1990 – 1993)

**STRENGTHS**

* Excellent communication and interpersonal skill.
* Exceptional Team Leader skills in resolving problems.
* Analytical and systematic thinking with methodical approach.
* Ability to work under pressure and meet deadlines.

**PERSONAL PARTICULARS**

 Marital Status: Married

 Languages known: English, Hindi and Punjabi

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