|  |  |
| --- | --- |
|  | |
|  |  |
| *Interpersonal and Networking Expertise* |  |
|  | |
| Highly motivated and well-respected individual offering solid sales, marketing and public relations expertise within the service industry. Demonstrate the innate ability to immediately establish a positive rapport with others from all levels and backgrounds. Possess astute networking capabilities. Polished and professional demeanour is complemented by a dynamic personality with a good sense of humour. Expert knowledge of financial markets, businesses, special events. Characterized by integrity, reliability and resourcefulness.  **Core competencies:**   |  |  |  | | --- | --- | --- | | • Sales & Marketing | • Advertising & Promotions |  | | • Public Relations | • Project Management |  | | • Event Co-ordination |  |  | | |
|  |  |
|  |  |
|  |  |

**Career Path**

**Insurance Brokers- Dubai (U.A.E) October 2015 - Present**

**Financial Consultant**

* Assisting individuals, couples and business owners by providing advice on achieving their lifestyle and financial goals in a variety of different areas including

Personal financial analysis Risk management and insurance planning

Retirement planning College Education planning

Investment planning Business protection planning / key man Insurance

**Insurance Company Ltd Panjim Goa (India) Dec’ 2002-2015**

Position held – Sales Manager - 2002

Senior Sales Manager- 2006

Executive Sales Manager – 2007

Business Development Manager – 2008

Sr Business Development Manager – 2010 – 2012

**Branch Manager  - Goa (India) Sep’ 2012- Jan’2015**

* Held full responsibility for directing sales, operations, budgets, and staffing for the branch, consistently achieving and exceeding all goals. Recruited, coached, motivated, trained, and developed top-performing sales and service staff. Monitored all operations. Analyzed and reviewed sales reports; communicated sales objectives to staff.  Organized and led sales team meetings.

Selected accomplishments:

* Transformed historically low-producing branch into top producers, including No 2 branch in state; directly oversaw top-producing team in the state. Developed and executed plan to drive production, profit, and service matrixes to record levels.
* Managed over 3.50 Crore of Rupees in client assets, dramatically increasing life insurance and investments.
* Revitalized overall Insurance culture, shifting emphasis from service to more aggressive sales.
* Conferred with clients and developed proposals and programs to meet their financial needs, goals, and objectives. Developed new clients through referrals and cold calling; and serviced existing accounts.

**HONORS / AWARDS**

* ‘ **Gold Trophy’** -2014

Awarded by the hands of the Head of Sales for achieving 98 % target of the branch till Nov 2014 and crossing 1.08 crore of new business premium in the Zone.

* ‘**Silver Trophy’** -2014

Awarded by the hands of the Vice President for crossing 1.08 crore in the region.

* **‘Silver Trophy’** -2014

Awarded by the hands of Head of Sales for collecting 10 lacs premium in 10 days.

* Been the top performing branch pan India awarded 94.43% appraisal score (on overall performance new business & renewal persistency) till the last day of resignation **Jan’ 2015**.
* Recognized for exemplary contributions as a Sales Manager by the CEO of the company during his visit to the branch **2011**.
* Earned numerous other awards including holidays to **Thailand, Dubai, Hong Kong** and accolades for outstanding leadership and performance from **2002-2015.**

**World, Margao – Goa (India) 2001-2002**

Franchise of Birla AT&T Communication Ltd (currently Idea Cellular Ltd)

**Sales Manager**

* Managed all operations involved in the sale of wireless communications to both corporate accounts and individuals. Maintained total profit and loss responsibility. Supervised a staff of sales associates as well as Back office. Interacted with business owners, controllers, purchasing agents and administrative support personnel.

**Cellular Services 1998-2001**

Dealer for Birla AT&T Communication Ltd (currently Idea Cellular Ltd)

**Sales Executive**

Recruited to promote, expand, and manage the Telecom Services which were just launched in Goa. Developed and maintained strong account relationships.

Scope of responsibilities included entire sales process, marketing, account management, client relations, and promotional strategies

**EDUCATION**

**Bachelor of Commerce (**Marketing & Advertising), Year – 1998

Goa University – India.

**HSC**, Rosary College of Commerce, Year – March 1995

Goa Board

**SSC**, Infant Jesus School, Year – March 1993

Goa Board

### Extra-Curricular Activities

I was a member of Colva Junior Chamber (Jaycees) affiliated to Indian Junior Chamber. I have participated in individual development courses and have taken part in and won prizes in Elocution competition at School, college and Jaycee level. I have also coordinated and hosted annual events organized Bajaj Allianz Life Insurance and also by Jaycees in Colva, Goa, India.

Indoor

* Hosting corporate events in employed company during official events.
* Indian Junior Chamber Member – (Jaycees )
* Elocutions in school, College & Jaycees

Outdoor

* Trekking
* Fishing

**First Name of Application CV No:** **1701216**

Whatsapp Mobile: +971504753686

