|  |
| --- |
| **Abdul Wase – 2008098**To interview this candidate, please send your company name, vacancy, and salary offered details along with this or other CV Reference Numbers that you may have short listed from <http://www.gulfjobseeker.com/employer/cvdatabasepaid.php> addressing to HR Consultant on email: cvcontacts@gulfjobseekers.comWe will contact the candidate first to ensure their availability for your job and send you the quotation for our HR Consulting Fees.  |

**Accomplished Business Management Professional**

A highly creative, proactive and results-oriented sales and distribution expert with Techno-Marketing exposure of 12+ years across various reputed Insurance Organizations.Excellent understanding of Risk & business dynamics and updated market knowledge, with ability to drive business expansion through aggressive sales initiatives that deliver revenue growth, market share and penetration. Significant exposure in leadingGeneral Insurance sales and distribution forreputed companies. Respected leader of creative teams, expert in conceptualizing and orchestrating effective Business strategies that reinforce profitable business growth. Possess a keen understanding of the entire gamut of the Insurance business as a planner and strategist

**~ Demonstrated excellence in creating effective business strategies that generate quantifiable results ~**

|  |  |
| --- | --- |
| Expertise in* Business Development
* Sales &Techno Marketing
* Risk Management
* Strategy Planning
* New Market Development
* Channel Development
* Distribution Management
* Client Service / Management
* Relationship Building
* Liaison& Coordination
* Team Management & Development

Education* **Masters of Management Studies (Marketing),** Sydenham Institute Of Management, Mumbai University (2004)
* **Bachelors of Engineering (Electronics & Telecommunication),** J.N.E College, Dr. Babasaheb Ambedkar University, Aurangabad(2002)

Personal Dossier* **Date of Birth:**1st June 1980
* **Languages Known:** English, Hindi, Urdu and Marathi
* **Nationality:** Indian
* **Passport Details:** L7884545 valid up to 18 March 2024
 | Executive Summary* Expertise in conceptualization and implementation of sound business strategies for accomplishment of sales targets and expansion of marketing network while managing competition
* Conversant with leading creation of effective sales strategies for targeted audiences utilizing market and product insight as well as implementing the plans to augment business volume
* Expertise in customer relationship management, contributing towards improved financial performance, heightened productivity and enhanced internal controls
* Proficient in handling a versatile portfolio of clients including interacting with clients, understanding their requirements and accordingly offering various insurance products / services in line with wealth management strategies for clients, thereby maintaining complete client satisfaction and creating repeat business opportunities
* Visionary & decisive leader, noted for sound, practical & collaborative management style, idea generation, operational and process excellence, creative intellect and strategic insight to transform business results.
* A quick learner and highly analytical with proven ability to lead cross-functional teams to maximize productivity

Special Mention***A proven track record of consistently increasing profitability of the organization, received several appreciations throughout the Professional Career**** Successfully established LVGI brand name among corporate and brokers,; acquired Marquee clients in LVGI books within its 1st year of operation, Liberty Videocon General Insurance Company Ltd
* Consistently generated Technical Surplus for last 3 years for the organization, Liberty Videocon General Insurance Company Ltd
* Successfully developed Business at various untapped ROAP locations and generated 1100 SIP in a week from one stock broking firm, Reliance Capital Asset Management Company Ltd
* Effectively activated PSU Banking and Stock broking channel and built a Strong foundation in PSU banks for selling of Reliance Mutual Fund Schemes, Reliance Capital Asset Management Company Ltd
* Recognized as the Youngest RSM PAN India, won two International Trips (Mauritius and Singapore) in recognition of Best performance, Reliance General Insurance Company Ltd
* Awarded with recognition of Outstanding Performer for four consecutive Months, IFFCO TOKIO General Insurance Company Ltd
 |

Professional Experience

**Regional Manager – (May 2013 - till date)**

**Key Profile:** Chiefly responsible for managing entire Business for the region ensuring to achieve the target. Provide leadership to the sales team in managing and preparing sales plans, budget and annual sales reports. Develop Business strategies, as well as distribution & channel development plans. Obtain profitable results through the sales team by developing the team through motivation, counseling, skills development and product knowledge development

* Coordinate with various insurance broking companies regularly and with corporate clients for understanding the insurance requirements to suggest and provide suitable options for drawing an apt insurance program
* Develop effective sales strategies supported by marketing activities to ensure revenue growth and ensure to achieve Budgeted GWP, Portfolio Mix, Budgeted Ratios and Predefined COA.
* Responsible for creating LVGI Brand image in market and for ensuring its acceptability among corporate and brokers, while identifying, developing and evaluating salesstrategies in consistent with company objectives.
* Liaise with corporate clients for their claims related work through effective implementation of the claims “MOU” which is designed and customized as per the requirement at time of providing insurance.
* Participate in sales process for key client and successfully close business deals with Marquee clients.
* Establish effective relationship among channel partners and deepen relationship with available potential channels, responsible for acceptability of brand among all major clients through direct interaction.
* Represent the company on joint visit with claims team for major claims.
* Instrumental in generating underwriting results with surplus through helping the team to work to source business as per the preferred lines of business.
* Make business presentations to prospective and existing clients on various insurance products for them to have a properly drawn insurance program with all required risk coverage.
* Part of technical committee of company for representing the region.
* Guide and motivated a team of five and empower them to identify innovative approaches to enhance organizational performance

**Highlights:**

* Successfully developed excellent working relationship with large corporate where the competitors are still struggling to make an entry.
* Enhanced increased team productivity by 100% through implementation of new time management procedures, ensuring to achieve Budgets YOY and Lowest loss ratio branch in Entire Country.
* Part of Foreign Business Summits with Top Clientele to Shanghai and Dubai.

**Reliance Capital Asset Management Company Ltd (Also known as Reliance Mutual Fund), Hyderabad**

**Area Manager - Emerging business & National Distributors (Apr 2010 – May2013)**

**Key Profile:** Directed the development and execution of business initiatives including business development, market share development, distributor’s management and channel development. Led the sales team to achieve sales targets through effective planning & budgeting and eventually, generating revenue for the organization.

* Devised effective strategies and techniques necessary for achieving the sales targets, through effective business development and team management strategies for the entire Rest of AP Region.
* Driven business through IFAs, National Distributors, Private and Public Sector Banks.
* Enhanced market share with new business development –Market Enhancement as focus. Developed untapped territory and Creating New Business Avenues.
* Responsible for activating & driving business from PSU banking channel and for driving business from National Distributors.
* Arranged huddle meets, knowledge sharing sessions, fund manager con-call with the partners for business drives. Responsible to get decent % of share of business to Reliance from the Distributor.

**Highlights:**

* Motivated Inactive brokers and Stock broking Channels, activated PSU Banking and Stock broking channel. Built a Strong foundation in PSU banks for selling of Reliance Mutual Fund Schemes.
* Activated all 20 Inactive National Distributors for RMF, enrolled Co-operative banks and successful in starting MF business from them.
* Generated 1100 SIP in a week from one stock broking firm.

**Reliance General Insurance Company Ltd, Mumbai/Hyderabad**

**Senior Manager - Agency/ Broking Relationship CGSG – AP (Oct 2007 – Apr 2010)**

**Key Profile:** Was instrumental in developing the business in the Regions. Strategized long term business directions at the all levels for maximum profitability in line with corporate strategies & goals. Leading & monitoring the performance of team members to ensure efficiency in operations and meeting of individual & group targets.

* Developed business from Agency and Broking relationship for the Region, ensured to achieve Regional Targets and to achieve Top Line as well as Bottom Line Business.
* Motivated& trained the team to ensure proper product knowledge helping in sales and in making joint Sales calls, driving team to increase channel base.
* Created Leaders - two off roll executives were promoted to on Roll employees and three Sales Managers got promoted to Branch Managers.
* Liaised with Corporate Underwriters for competitive re-insurance driven quotes.
* Acquired and developed healthy business relationship with key clients to increase company’s wallet share
* Focused on sales growth through joint calls with Sales Managers and Branch Managers.
* Set up targets for Sales Managers and Customer Service Officers, and supported them in achieving the assigned targets
* Conducted weekly meeting with the sales team and communicate regional/ corporate office updates
* Ensured and monitored the preparation of various reports - product-wise, channel-wise, SM’s and CSO
* Select, recruit and train team members and motivate them to achieve pre-defined business objectives

**Highlights**

* Identifying & implementing strategies for building team effectiveness, creating leaders for next levels, resulting in Performance Appraisal of team.
* Successfully ensured 100% Target Achievement Month on Month.
* Part of two Foreign Trips (Mauritius and Singapore) which was organized for select few achievers.
* Efficiently establishedandmanaged Key Relationships to increase RGICL Wallet share through this relationship.

**IFFCO TOKIO General Insurance Company Ltd, Mumbai**

**Business Development Manager (Apr 2004 – Oct 2005)**

**Key Profile:** Responsible for effective business development and ensuring completion of monthly target from target markets. Acquired clients via cold calling and direct approach.

* Was responsible of acquiring new clients to organization by identifying prospective corporate /SME and enhancing business from existing clients/ Channels.
* Effectively liaised with clients, imparting product knowledge & benefits to them for generating new business.

**Highlights:**

* Successfully enhanced business procurement from assigned brokers/agents and successfully achieved monthly targets.
* Awarded with recognition of Outstanding Performer for four consecutive Months.
* Introduced company to larger clients than anticipated by the organization

|  |
| --- |
| **Abdul Wase – 2008098**To interview this candidate, please send your company name, vacancy, and salary offered details along with this or other CV Reference Numbers that you may have short listed from <http://www.gulfjobseeker.com/employer/cvdatabasepaid.php> addressing to HR Consultant on email: cvcontacts@gulfjobseekers.comWe will contact the candidate first to ensure their availability for your job and send you the quotation for our HR Consulting Fees.  |