**CURRICULUM VITAE**

**Hima**

**Hima.344257@2freemail.com**

**MBA with (HR& MARKETING) having8years of work experience in Sales & Marketingin INSURANCE in different Roles.**

**Professional Summary**

* An excellent performer with consultative sales style, negotiation skills and keen client assessment aptitude.
* Maintaining good relationship with both Internal Customers & External customers as well as all the other departments in the organization.
* Posses’ excellent communication skills with exceptional relationship management skills and the ability to relate to people at any level of business and management with adequate deliverables on time.
* Excellent understanding of customer operations and behaviour with strong knowledge of Insurance domain such as Sales and Distribution, Sales Management, Team Management, Training and development of team.

**EDUCATIONAL QUALIFICATION**

* MBA.With (HR & MARKETING) from Aqj college, Andhra University in the year 2007.

**TECHNICAL SKILLS: P.G.D.C.A. from Universal Computers, Viziangaram.**

**HDFC LIFEINSURANCE** *AUG’ 2008 –2012*

Here I am working as Sales Manager; my job is to recruit advisors, motivate them towards their goals, monitoring them by giving necessary inputs to get business from the market. Conducting meetings, trainings, Reviews on fortnight basis for my team and motivate them towards their goals, Manages interdepartmental relationships with all other departments.

**Achievements:**

* **I have joined as Sales Development Manager and got 4 Promotions as Business Development Manager, Assistant Sales Manager and Sales Manager recently**
* **I have got elevated from Asst. Sales Manager to Sales Manager by doing 50lacks FYNRP with 9 HDFCFcs and 30act**
* **I have got elevated from Business Development Manager to Assistant Sales Manager by doing 34lacs FYNRP with 68 Activations.**
* **I have got elevated from Sales Development Manager to Business Development Manager by doing 16lacks FYNRP with 52Act,**
* **I completed my binder with 122% during the year 2012 – 2013**
* **I completed my Binder with 120% during the year 2011 – 2012.**
* **I completed my Binder with 110% during the year 2010 – 2011.**
* **I completed my Binder with 150% during the year 2009 – 2010.**
* **I got qualified for General Manager Club Member for Achieving 29 Agent Licenses in a quarter. For that I stood in the 2nd position in PAN INDIA.**
* **6 of my Advisors are promoted as different Club Members, out of that 4 Advisors have done 10lakhs business and 2 are with 5Lakhs business.**
* **I Qualified for General Manager Meet at Bangalore by doing 4, 80,000/- within 10days. 2 of my Advisors have got 2 Laptops in this contest.**
* **I have got 77 licenses during my tenure in HDFC LIFE INSURANCE & I recruited 1 Business Leader.**
* **And I have got many more awards from Circle level, Regional, Zonal level in different contests.**
* **I got General Manager Silver Medal from General Manager**
* **I got Zonal Manager Medal from Zonal Manager**
* **As of now I just achieved 90% of FYNRP,100% HDFCFCs ,120% Activations and 100% CNL FCs for Flag**

**From 2012 till date**

**ADITYA TRADING SOLUTIONS PVT LTD**

**Working As a sub broker**

**PERSONNEL:**

Date of Birth : 27th April 1984

Nationality : Indian

Marital Status : Married

Languages Known : English, Telugu, and Hindi

Hobbies : Listening Music, Cricket.

**STRENGTHS:**

 Confident, Hard working, ability to adopt leadership qualities and effective teamwork.