**Birat**

Email: birat.354215@2freemail.com

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**CAREER PROFILE**

A financial services professional with over 6+ years of experience, with expertise in the Insurance sector. Enriched in the areas of business development, client retention strategies, office management & channel network development.

**AREAS OF EXPERTISE**

#### Business Development Client Acquisition Management

Client Retention Management Branch Sales Management

Associate Enrollment Strategies Training and Skilling Associates

**EDUCATION & ACCREDITION**

##### Bachelor of Arts – History Geography Political Sc. - 1999

##### University of North Bengal – India.

##### Licentiate – Insurance Institute of India - 2008

##### EXPERIENCE

**Proprietor - BBS Institute of Computer and Vocational Training.**

**(National Skill Development Corporation INDIA affiliated)** Darjeeling – INDIA**:**

*December 2014 till date.*

Mandated to deliver Government sponsored Skill development & Vocational training courses to youth.

Responsibilities include Candidate selection, Faculty engagement, Training hours Administration, Testing and Certification, Placement Assistance.

 ***Achievements***: Candidate Enrollment: 95%: Certification: 100%: Placement: 75%

Deputy Manager - AVIVA Life Insurance Co. (India) Ltd – Siliguri, Darjeeling - INDIA

 *26th July 2012 – 20th November 2014*

Responsible for recruitment & training of agents, Sales Support and Joint Calls:

Direct Sales Team Unit Head in charge of 7 Sales Executives

*Achievements*: Business through agents grew by 30%. Direct Sales grew by 70%

Business Development Manager - Birla Sun life Insurance Co. Ltd.– Kalimpong Darjeeling - INDIA

*18th April 2008 – 30th May 2012*

Responsible for incremental revenues through increased customer engagement & marketing strategies

*Achievements*

Developed a team of 30 agents over 6 months. They contributed to 115 % of yearly budget.

Recognized for individual brilliance. Promoted from Asst, Sales Manager to Business Dev Mgr.

**Sales Executive**- **Graphic Team Bureau,** Abu Dhabi, UAE

*1st February 2005 – 24th March 2008*

*Achievements*

Developed and grew relationships across targeted customers: Business grew by 45%

Successfully delivered Post Sale Service related support for designated customers.

Developed Product literature & identified new business opportunities

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**LANGUAGE PROFICENCY**

*English* Read Write Speak

*Hindi* Read Write Speak

*Nepali*  Read Write Speak

*Bengali* - - Speak

*Arabic* Read Write

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**PERSONAL DETAILS**

Nationality: INDIAN Date of Birth: 20/11/1975

Marital Status: Married Hobbies: Music, Sports, Travel & Movies

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