Candidate CV No : 359100

MANOJ.359100@2freemail.com

MANOJ

**Looking for senior level opportunities in Sales & Marketing, Business Development and Relationship Management with a front line organisation**

***APERCU***

* Result driven professional with **20 years** ofcareer track for successfully propelling industry leaders.
* ***Core strengths include:***

 - Strategic Planning - Sales & Marketing - Business Development

 - Client Servicing - Channel Management - Team Management

 - Branch Handling - Team Handling - Relationship Management

* A proactive leader & planner with expertise in strategic planning, market plan execution, account management & sales efforts with skills in staffing and targeted marketing.
* Exceptional communicator with strong negotiation, problem resolution and client need assessment aptitude.

***AREAS OF EXPERTISE***

**Sales and Marketing:** Managing sales and marketing operations thereby achieving increased sales maximizing profit in assigned territory, Building brand focus, reviewing market response to facilitate product growth. Implementing plans for augmenting the business volume by enhancing brand visibility & recall. Motivating & monitoring the sale at the branch level and regularly updating by providing presentation to staff for advising the retail clients.

**Advisory Services:** Providing financial advisory, timely solutions to client’s financial needs like insurance,looking at the client's income, spending and investments, assisting in clarifying their short, medium and long-term goalsreviewing sources of income for preparing suitable financial plans.

**Business Development:** Initiating and developing relationships with key decision makers in target organizations for business development, interacting with the customers to gather their feedback regarding the products utilities. Identifying & implementing communication strategies, promotional activities to attract new businesses & improving existing products & services.

**Client Relationship:** Managing customer centric operations & ensuring customer satisfaction by achieving delivery & service quality norms. Attending to investors’ / clients’ concerns & complaints and undertaking steps for effectively resolving them.

**Team Management:** Recruiting, mentoring, training and development of the financial advisors to ensure sales and operational efficiency. Creating and sustaining a dynamic environment that fosters development opportunities and motivates performance amongst members.

***CAREER CONTOUR***

**Bharti Axa Life Insurance Aligarh: From Sept 2015 to Oct 2016**

**Worked as Senior BSM**

**Sept 2015 to Oct 2016 : Senior BSM (Aligarh)**

**Accountabilities**

* Overseeing the recruitment of MOAs and advisors, their development and delivering branch targets thru and with them
* Looking after branch administration**.**

**Highlights**

* Have started building distribution which was not there earlier.
* Produced 8 qualifiers for Singapore,Malaysia & Bangkok in March ke Mahabali

**Future Generali Life insurance,Aligarh: From Feb 2014 to sept 2015**

**Working as Area Manager in Agency channel**

**Feb 2014-sept 2015: Area Manager (Aligarh)**

**Accountabilities**

* Overseeing the recruitment, motivation & development of 3 ABM sourcing and 9 sales managers, many agency organisers and advisors.
* Looking after branch administration.

**Highlights**

* Was the top performing branch in the region and among the top 10 pan India
* Produced 11 Bangkok qualifiers in March 2014, the highest ever in the history of Aligarh Branch
* Produced one MDRT in 2014.
* The branch was consistently doing 130-140% of its targets.

**ING Life Insurance, Agra : From December 2011 to Feb2014**

***Working as Branch Manager in Tide agency***

**December 2011- Feb2014: Branch Manager (AGRA)**

**Accountabilities**

* Overseeing the recruitment, motivate & development of Sales managers, Agency managers & Advisors.
* Handling the team of 13 Sales Managers, 1 Agency manager and 3 FCs.
* Developing the branch and to ensure about their contribution as per planning.
* Looking after branch administration

**Highlights:**

* Got 6 advisors promoted to club members, 3 advisors to FCs and one advisor to Agency manager.
* Brought about significant improvement in the branch productivity
* Rated among the top 5 Branch managers across the country in National product championship held in Bangalore.

**HDFC Life Insurance, Jaunpur & Faridabad : From August 2007 to November 2011 to**

***Working as Branch Manager***

**August 2007 to May 2011: Branch manager- Tied agency (Jaunpur)**

**Accountabilities**

* Overseeing the recruitment, motivate & development of 12 Sales Managers, one business leader and team of advisors.
* Handling over all branch administration

**Highlights:**

* Won certificate of appreciation 2008-09for the EPI growth year on year
* Qualified for AVP Challenge DRONA for Dec 08.
* Qualified for Business Head challenge March Ka Topper in March 09.
* Awarded north-2 idol in Sar Utha Ke Jiyo-III & IV.
* Qualified for Yuvraj in R&R BINDAAS in Dec09 for over achieving 100 % EPI in OND quarter and for being WMP Champ.
* Qualified for Singapore in March-O- Mania contest in March 2010.
* Qualified for my Best BM for overachieving June & Q-1 2010
* Qualified for Sri Lanka Summit in August 2010.
* Produced 2 MDRTs in 2009 and 2 MDRTs in2010.
* Qualified for Sir Utha Ke Jiyo in March 2011.

**May 2011-Nov2011:Branch Manager-Direct (Faridabad)**

 **Accountabilities**

* Overseeing the recruitment & development of 10 Sales Managers.
* Leading & monitoring the performance of team members.

**Birla Sunlife Insurance Co. Ltd : From June 2005 to May 2007 as Agency manager in Kanpur and from May 2007 to August 2007 as Branch Manager in Hamirpur**

**June 2005 to May 2007: Agency Manager (KANPUR)**

**Accountabilities**

* Overseeing the recruitment & development of advisors

**Highlights:**

* Dexterously mentored the team of advisors.
* Efficiently informed the client in the time of renewal, maintained 97% persistency, provided full information about policy, delivered policy document timely and claim settlement timely.
* Rated among the top 3 agency manager for providing consistent business to the branch & maintained top 3 positions in branch level.
* Recognized and promoted as Branch Manager in Hamirpur in May 2007 due to extra ordinary performance throughout the period.

**Past Experience:**

* Worked in ICICI Bank as relationship executive from Sept.2003 to May 2005.
* Did Readymade garments business from July 1998 to June 2003.
* Worked as sales officer in KG Denim Ltd. From April 1997 to May 1998.
* Worked as Management trainee in Injectoplast ( Lohia Group) from May 1996 to March 1997.

***SCHOLASTICS***

* B.Sc, MBA ( Ist div.) from Kanpur university

***IT Skills: Well versed with MS – Office and Internet Applications***

***Certification: AMFI Certified***