**Vinayak**

Email: vinayak.375196@2freemail.com

**CAREER OBJECTIVE**

Company Goals & Strategies: Goals and strategies drive a company's success. Goals give an indication of where a company is headed, while strategies indicate how the company is going to get there. Goals aligned with the company's mission, vision and values and strategies aligned with goals are important elements in the successful achievement of both.

**ACADEMIC DETAILS**

* B.Com [2007] with aggregate of 58% from Modern College,Vashi.

**WORK EXPERIENCE**

* Working as Sales Manager - Corporate tied up with Indusind Bank. in Reliance General Insurance Co Ltd from Aug 2016 to till date

Role :Handling South Cluster 8 branches of Indusind Bank.

\*Looking take care of Corporate Salary Team, cross sell product from CSTM assigned officer.

\*I have cross selling & support to indusind Bank and Catholic Syrian Bank staff for sales of Motor, Fire, Property, Travel, Marine, Private Client Group & Educational Group Personal Accident Plans.

* + Generating Business Through Assigned Indusind Bank and Catholic Syrian Bank Branch staff of these branches.
	+ Building, Maintaining Relationship, coordinating, training and supporting them in delivering & achieving their individual & branch targets.
	+ Coordinating with operations and other departments of RELIANCE GENERAL to ensure smooth & timely issuance of policies.
	+ Reporting to CLUSTER HEAD of RELIANCE GENERAL and Indusind Bank - State Heads.
* Worked as Team Leader - Corporate tied up with Axis Bank Ltd in Tata Aig General Insurance Co Ltd from May 2013 to Aug 2016

Role :

* + Handling Andheri Cluster (18 branches) and Strategic Branches (1 Branches) and Axis Sales & Securities Malad-West of Axis Bank.

\*Looking take care of Corporate Salary Team, cross sell product from CSTM assigned officer.

* + Managing a Team of 8 members for cross selling & support to Axis Bank staff for sales of Mediprime, Motor, Fire, Property, Travel, Marine, Private Client Group & Educational Group Personal Accident Plans.
	+ Generating Business Through Assigned Axis Bank Branch staff of these branches.
	+ Building, Maintaining Relationship, coordinating, training and supporting them in delivering &

achieving their individual & branch targets.

* + Coordinating with operations and other departments of TATA AIG to ensure smooth & timely issuance of policies.
	+ Reporting to Circle Manager of TATA AIG and Axis Bank - Cluster head
* Worked as Relationship Manager in Royal Sundaram Alliance Insurance Co Ltd from Apr 2012 to May 2013

Role :To sell different General Insurance products including Health, Motor, Property, Fire, Group Medical Plan and Group Accident Plan.

* + To tap Standard Chartered customers of the bank to deal walk-in customers & sell them different

General Insurance Product.

* + Build up strong rapport with bank employees.
	+ For the leads & customers query for General Insurance responsible to achieve pre- assigned sales target.
	+ Handling Standard Chartered Bank - 23 M.G. Road, 90 M.G. road branches.
* Worked as Sales Executive - Tied up with Hdfc Bank Ltd in Hbl Global Pvt Ltd from Sep 2010 to Apr 2012 Role :
	+ Achieve disbursement target for loan Against Property through lead generation & fulfilment from the Hdfc branch network.
	+ Understanding the intricacies of various cases & filtering them so that only appropriate cases are put up for approval.
	+ Co-ordinate with credit manager department for processing of the loan till final disbursement.
	+ Sourcing loan Against Property - Residential, Commercial, Commercial purchase, Lease Rental Discounting, Drop line overdraft.
	+ Handling 7 Hdfc Bank mapped branches.
	+ Cross Selling hdfc Ergo General Insurance Product.
* Worked as Sales Executive - Tied up with Maratha Sahakari Bank Ltd. in Max New York Life Insurance Co Ltd from Jan 2009 to Aug 2010

Role :Handling Maratha Sahakari Branches And Kapol Bank branches.

* + To meet clients for investment planning.
	+ Co-ordinate with Branch staff and Branch manager.
	+ To inform them about various products and services offered by company to walk in customers.
	+ Achieved target with in given time period.
	+ Assist with subordinate and executive to implement sales planning.

**PROJECT DETAILS**

**• Flight to success**

|  |  |  |
| --- | --- | --- |
| **Description** | **:** | Life Insurance Product Training and other activities |
| **Duration** | **:** | 1 week. |
| **Role** | **:** | Sales Executive |
| **Team Size** | **:** | 10 |

**FIELD OF INTERESTS**

* Travel
* Insurance
* Banking

**SKILLS**

* Good Financial planning and explain about product knowledge.

**INDUSTRIAL EXPOSURE**

**Industrial Visit at:**

* I have worked in Financial sector - Life Insurance, General Insurance and Asset Product ( Mortgage Loan ) . My total work experience are 8 years 9 months.

**Inplant Training at:**

* Product training and motivation,3 days Sucess Training .

**ACHIEVEMENTS**

* In Tata Aig General Insurance achieved Bankok Contest.
* Qualify Kurushestra Contest in Tata Aig General.
* Achieved Best Business awarded in Reliance General Insurance Co Ltd.

**CURRICULAR ACTIVITIES**

* Best drawing Painting certificate received from Maharashtra Govt.

**DECLARATION**

I hereby declare that the above-mentioned information is correct up to my knowledge and I bear the responsibility for the correctness of the above-mentioned particulars.



Date : 25th Nov 2017

Place : Mumbai

(Vinayak )