Rajesh

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**Summary**

* A dynamic Leader with Vision, Innovative, Assertive, Analytical in approach.
* Having 10 years proven expertise in insurance training, sales and soft skill training, administration, coaching, business development and marketing, strategic planning, customer service, training and development etc.
* Highly confident and persuasive team builder, able to motivate and communicate to achieve exceptional business performance.

**Summary of skills and business Acumen**

* An impressive trainer of sales and soft skills, especially in insurance agency development.
* Budgeting and Operation expense control.
* Leadership skills and people management.
* Strong mentoring and team building orientation.
* Good HRD aptitude in organization building.
* Skilled in short term and long term strategic sales planning.
* New market development and start up business expertise.
1. **Production manager & Marketing Head Madhav Fashions since July 2013**.

**Roles and responsibilities**

* Purchase of fabric and ensure quality
* Approve design and manage production
* Managing Pricing and commissions
* Manage executives , Agents and other wholesalers
1. **Deputy manager,Learning &Development ,HDFC Life.[From Nov 2007 -31st March 2013]**

**Career Path**

1. Training officer-November 2007 to April 2009.

2. L &D associate-December 2009 to March 2012.

3. Deputy Manager-Since April 2012 to March 2013.

**Roles and responsibilities**

* Coordinate with branch and circle head to prepare training calendar and execute training as per the branch and regional requirement.
* Training and development responsibility for a team size comprising of 4 branches and 4 managers and 40 front end sales people,
* Conduct Company initiated trainings such as induction training, advanced training for vintage sales manager.
* Licensing and activisation of financial consultants.
* Responsible for new employ induction and development.
* Gate clearance of newly joined sales managers in 90 days of their joining.
* Responsible for regional productivity.
* Responsible for branch level trainings such as IRDA, product trainings and agent motivation session.

**Professional achievements**

* Promoted as Deputy Manager in the year 2012.
* Selected as best trainer for two consecutive years 2009 and 2010.
* Designed and developed course material for selling skill programme which got national appreciation.
* Received performance bonus for three consecutive years 2010, 2011 and 2012.
* Certified from head office to conduct company initiated training in the region.

**Higher secondary teacher-Chirst school,Jammu2006 march-2007 April**

* Worked as lecture in life science in Christ school for plus one and plus two classes.
* Co-ordination of practical sessions and monitoring the practical classes’ efficiency.
* Preparation of internal test modules and ensure smooth process flow.
* Assist the physical director in designing and implementation of

Extra-curricular activities.

**Professional achievements**

* First teacher in the state to introduce column chromatography in plus two levels.
* Demonstrated satellite technology for a science exhibition which got second prize.

**Personal data**

Date of birth: 29-05-1982.

Marital status: Married.

Educational qualification: MSc Botany (62%)

Professional qualification: Cleared licentiate, registered for associate and CFP.

**Technical Knowledge**

 Package: MS Office

**Extra Curricular Activities**

* Produced four Short films from this two films got award from various regional film festivals (2012-2013)
* Founder and treasurer of Adoor film society.
* Successfully conducted first international film festival in Adoor and now completed the second season .
* Reading books.