**Résumé**

**AAYUSH**



**E- mail:** aayush-397433@gulfjobseeker.com

**Career Objective:**

To work for an organization which provides me the opportunity to improve my skills and knowledge to grow along with the organizations objective. To contribute for the expansion and development of business of the organization through effective utilization of my marketing skills and abilities.

**Education:**

Post-Graduate Diploma in Management / Master of Business Administration from Indira Institute of Management, Pune, India.

**Work Experience:**

**Company: Life Insurance Company**

**Job Title: Sr. Agency Manager**

**Work Roles and Responsibilities:**

* Responsible for identifying sales opportunities for Insurance plans.
* Recruiting and managing a team of Insurance Agents/advisor effectively.
* Training and Providing product knowledge to the team of agents/advisors on timely basis.
* Motivating, training and development of team members.
* Advise agents/advisors on policies and operating procedures to ensure functional effectiveness of business.
* Calling potential clients to expand customer base.
* Managing and Overseeing the Portfolio of Clients.
* Analyze client’s current insurance policies and suggest additions or changes.
* Build and maintain strong customer relationship by providing excellent customer service.
* Identify performance improvement areas and provide recommendations.
* Responsible for Identifying risk management strategies.
* Identify and analyze risks associated with policies.
* Contributing in meeting sales targets.
* Develop action plans for improving agency performance.
* Keeping up to date with industry developments.
* Managing and maintaining the records of policies.
* Handling policy renewals
* Help customers/policyholders settle their claims in a quick and effective manner.

**Duration:** January 2019- January 2020

**Project Details (Summer Project/Graduation Project):**

**Company:**

**Project Title:**

**Details:**

**Bajaj Allianz General Insurance Company, Delhi**

**Study of Consumer Behavior towards General Insurance in B2B Context.**

* Job entailed working under the State Head and Team Leader to pitch the corporate clients.
* Doing daily visits to corporates and gathering information about their insurance.
* Gathering information about the insurances done by corporates for their employees.
* The program was aimed at promotion of the new health policy of the company and other policies important for corporates like Group Medi-claim.
* Studying and gathering information about other insurance needs of corporates.
* Analyzing and suggesting insurance policies according to their requirements.
* Learning about various insurance policies in the market.
* Project involved educating people about different insurance policies and its importance by setting up a training session in different corporate offices.

**Duration:**

Two months



**Computer Skills:**

Operating Systems:

Packages Known:

Windows

MS Office (Word, PowerPoint, Excel)

**Additional Qualification:**

* **Masterclass in Sales and Service Excellence** by **Dale Carnegie Training**, to acquire the followingskills:

 Sales Skills  Service Skills

**Extra-Curricular Activities:**

* Member of Arts committee at Convocation 2017
* Member of the winning team of Volleyball on Sports Day 2017
* Participated in Skit in Talentine 2017
* Participated in Ramp Walk in Talentine 2017
* Participated in Dance in Talentine 2017
* Member of Discipline committee at Foundation day 2016
* Member of Arts committee at HRD congress 2016
* Member of Hall committee at Vigilance Awareness Week 2016
* Member of Discipline committee at Brand Slam 2016
* Runners up in Chart making competition at District Level Science Exhibition 2010

**Personal Details:**

**Date of Birth:** 18-June-1995

**Marital Status**: Single

**Strengths:**

* Excellent Interpersonal Skills
* Leadership Quality
* Self-Motivated
* Positive Attitude
* Confident
* Well Organized

**Languages**: English, Hindi & Basic German