**Gulfjobseeker.com CV No:** **842880**

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Submit request through Feedback Link

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**RESUME**

PERSONAL STATEMENT

An enthusiastic, ambitious and professional individual who has a proven track record of achieving results in highly competitive environments. A true sale professional, who is driven to hunt for new business, and is mentally resilient enough to be able to push past rejection to achieve results. Umesh is a talented sales manager who can enhance the business performance by using his energy, drive and commitment to succeed to build outstanding relationship with customers and drive overall revenue growth. His performance is results driven and as a quick learner he is fast at absorbing new ideas and adapting to new changing scenarios .Right now he is looking for a suitable position with a company that is renowned for hiring exceptional people and for giving them an unparalleled opportunities to build their careers and capabilities

Key Competencies

Marketing

* Marketing Strategies
* Marketing Campaigns
* Customer Focussed
* Sales Oriented

Negotiating

* Strong Closing skills
* Influencing skills
* Building Relationships
* Selling Creatively

Dynamic

* Entrepreneurial fair
* Increasing Revenue Growth
* High Energy Level
* People management

CAREER EXPERIENCE

*MetLife Alico UAE*

Direct sales agent at UAE region

Independent Sales force to generate Business.

* Conducting regular activities like Market Survey, Corporative Activities and Cold calling to generate maximum Leads to do personalized need based Insurance Business.
* Development of new corporate sales and management of ongoing corporate activities.
* Qualified in Many forums Like Director Meet and internal monthly contests.
* Qualified for Pentagon certification.

ICICI *Prudential Life Insurance* Co Ltd (FY2010-FY2013)

**Senior Agency Manager:**

Profile of Company: ICICI Prudential is India’s one of the leading Pvt Life insurance company.

Responsible for organising and leading a team. Developing, delivering sales and marketing strategy. In charge of ensuring that exiting and new customer relationships are strengthened.

**Duties**

* Generating new Business
* Maximising Sales performance through delivering an exceptional customer service, people management.
* Developing and maintaining efficient & effective reporting systems for tracking prospects from initial enquiry through to close.
* Development of new corporate sales and management of ongoing corporate activities.
* Recruiting, training and developing new sales and marketing team to achieve the targets
* Driving and managing entire sales process – Targeting top advisors, identifying client solution, negotiating and closing.
* Acting as a role model for my advisors by setting high standards through personal behaviour and action.
* Ensuring advisors comply with all company policies, processes and procedures.

**Achievements**

* Double Promotion from Grade 1 position to Grade 3 with Goal sheet achievement of 258%.
* Ranked NO: 2 in Dakshin Elite (South India) for FY 11-12 .
* Ranked NO: 8 in PAN INDIA for FY11-12.
* EVP(Executive Vice President) Club Member
* Recorded 5 out of 7 times qualification in SVP (Senior Vice President) Offsite.

**Financial Advisor**:

ICICI Prudential Since 2004 working as a Financial Consultant in the Consumer Markets of ICICI Prudential Generated Rs 45 million premiums for the company with the help of aggressive and consistent prospecting campaign, Have customer base of an exceeding 810.

Professional Certification:

* Certification from NCFM (NSE’s Certification in Financial Market) in Derivatives and Commodities.
* AMFI (Association of Mutual funds in India) Certification for Mutual Fund Distribution in India.
* IRDA (Insurance Regulatory and Development Authority of India) Certification for Insurance Distribution in India.
* Pursuing CPFA (Certified Personal Financial Planner).

ACADEMIC QUALIFICATION

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| --- | --- | --- | --- |
| QUALIFICATION | BOARD | INSTITUTE | YEAR OF PASSING |
| Higher Secondary diploma | Central Board of Secondary Education | JNV | 1999 |
| Plus Two | CBSE | JNV Kannur | 1999 |
| SSLC | CBSE | JNV Kannur | 1997 |

CO CURRICULAR ACTIVITIES:

Participated in National Athletic Championship in 1998-1999 at Hyderabad India.

COMPUTER KNOWLEDGE

Knowing Office Package:

Microsoft Word, Microsoft Excel, Microsoft Access, Microsoft PowerPoint

And Microsoft Outlook Express.

Knowing Operating Systems:

Windows9X, Windows2000, Windows ME, Windows XP

PERSONAL DETAILS

Date of Birth : 2ND May 1982

Languages known : English, Hindi, Malayalam, Tamil, Telugu and Kannada

Nationality : Indian

Marital Status : Married

Reference : Available On Request