**ATUL**

**MEENA BAZAR, BUR DUBAI.**

**EMAIL:** **atul.382353@2freemail.com**

**Insurance Sales ~ Business Development ~ Client Servicing**

Over 15+ years of experience in Insurance Sector and highly energetic to exceed expectation of Senior Managers. Experience as a Business Associate, handling 24 Advisors also have in depth knowledge of total financial market like equity,mutual funds,PMS,mediclaims and group insurance policies etc

An enterprising team leader with strong communication & inter personal skills.

**Executive Summary**



* **Strategic marketer with a keen business acumen** in analyzing and understanding business requirements,customer-value maximization and develop new business and revenue streams.
* Core competencies in **driving innovative Sales & Marketing Initiatives** to capture and retain a reasonable market share in a fiercely competitive market scenario; expertise in creating integrated marketing strategies in developing new/existing customer sales, brand/product evolution, etc.
* Solutions oriented with hands on exposure **to map customer’s needs and attuning product / service** **solutions** and suggest various avenues of investment.
* Articulate communicator skilled at **delivering product demonstrations and presentations** to the targeted audience and thereby direct sales and marketing activities.
* Effective relations builder patronage with proactive targets year on year.

**having ability to rope in high profile customers** and retain their continuedcustomer services; consistent performer with strong record of exceeding business

**Professional Experience and Accomplishments**



**Metlife,Dubai** **Mar. 2017- Till Date**

**Financial Planner**

* Develops base for long-term sources of clients by using referrals, occupational, and special-interest groups to compile lists of prospects.
* Approaches potential clients by utilizing phone solicitation.
* Determines clients' particular needs and financial situations by scheduling fact-finding appointments; determining extent of present coverage and investments; ascertaining long-term goals.
* Develops a coordinated protection plan by calculating and quoting rates for immediate coverage action and long-term strategy implementation.
* Obtains underwriting approval by completing application for coverage.
* Completes coverage by delivering policy; planning future follow-up visits and evaluations of needs.
* Provides continuing service by providing direct deposit forms; processing changes in beneficiary and policy loan applications.
* Provides death benefits by delivering policy proceeds; reassessing client needs.
* Updates job knowledge by participating in educational opportunities; reading professional publications; maintaining personal networks; participating in professional organizations.
* Enhances insurance agency reputation by accepting ownership for accomplishing new and different requests; exploring opportunities to add value to job accomplishments.

**Achievements:**

Won Pentagon Award for Q4of 2017.

**Star Health Insurance Company,Kolhapur-India April 2013 to Feb 2017 Sr.Financial Advisor**

* Prospecting for probable business associates.
* Identifying customers.
* Identify need of customers.
* Providing complete health solution.
* Servicing regarding health policies.

**Achievements:**

* Won STAR Health Excellence Award.
* Won the “Premium Champ Award” for JFM 2 times.
* Ranked No. 1 as Highest FYP in JFM 2016.
* Got RISING STAR Award.

**Tata AIG Life Insurance Co. Ltd,Kolhapur-India Jan 2003 to Mar 2013 Business Associate**

* Prospecting for probable Advisors.
* Team Activisation Month on Month.
* Handling More than 25+ Advisors
* Identifying Recruiting & Short listing of Agents.
* Goal setting of Advisors.
* Development of Advisors through regular performance review & future planning.

**Achievements:**

* Joined as Advisor and got promoted as Business Associate in 3 years
* One of top performer in branch in 2007
* Highest NOP Achieved in JFM 2010
* Qualified for Goa Conference for highest sales of policies
* Won Lakhpati Award for Higest NAV Apex policy
* Winner of trophy for A & H policy in 2006



**Academic and Professional Credentials**



BE Civil April 1997, Shivaji University, Kolhapur

**Other Qualifications**



Diploma in Computer Application with MS-CIT.

Air wing NCC Certificate at school level