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IT / Retail Sales

Residential Country : India Nationality : India
Resume Title : Sales & Marketing Utility Notice Period : 10 Days

EDUCATION

Qualification	Institute / College /University	Year	Country
B.sc	Gujarat University	1995	India

CAREER SUMMARY

Position	Employer	Country	From Month/ Year	To Month/ Year
Sr. Manager Sales Dev	Unique Mercantile Services	India	09/1995	04/1999
Manager Marketing	Kartik Mercantile	India	04/1999	06/2003
Sr. Agency Manager	Icici Prudential Lifer Insurance	India	06/2003	09/2006
Area Manager	Aviva Life Insurance	India	09/2006	04/2008
Regional Manager	Aegon Religare Life Insurance	India	04/2008	08/2009
Proprietor	Reputed Company	India	09/2009	/

ADDITIONAL CERTIFICATE AND TECHNICAL QUALIFICATION

Name Of The Course	Course Date	Valid Upto	Name Of Organisation
Master Diploma In Computer Sciense	17 Apr 1991	16 Apr 1993	Datapro

Diploma In Industrial & Business Management			Ahmedabad Productivity Council
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Current Salary (Monthly In Usd): Not Mention Expected Salary (Monthly In Usd): Not Mention

Additional Skills :

ACADEMIC QUALIFICATION:

Degree/Diploma	Institute	Year	Grade
1. B.Sc. – Chem.	Guj. Uni. – M.G.Science	1995	First
2. Masters Diploma In Computer Science	Datapro	1993	B-Grade
3. Diploma In Industrial & Business Mgmt.	Ahmedabad Productivity Council	1994	2nd Class

SWOT:

Strengths: Cool Temperament, Good Listener, Thinker, Hard working & result oriented workmanship.

Weakness: A very strong attachment to family.

WORK EXPERIENCE:

COMPANY	DESIGNATION	FROM	TO
1. Unique Mercantile Services P.L.	Sr. Manager Sales Dev.	Sep 1995	April 1999
2. Kartik Mercantile Services P.L.	Manager Marketing	April 1999	June 2003
3. ICICI Prudential Life insurance Co. Ltd.	Sr. Agency Manager	June 2003	Sep 2006
4. Aviva Life Insurance	Territory Manager Promoted to Area Manager	Sep 2006 Oct 2007	April 2008
5. AEGON Religare Life Insurance	Regional Manager - Business Alliances Gujarat	April 2008	August 2009
6. Reputed Company	Proprietor	Sept 2009	Onwards

Achievements during my career:

1. Unique Mercantile Services – Joined as a Sales Executive in Ahmedabad and thereafter promoted up to the level of Sr. Manager Sales Development and developed the sales in entire

South India - specifically Andhra Pradesh – Hyderabad, Vizag, Vijawada, Bangalore, & Guntur.

2. Kartik Mercantile Services – In this role I was in charge of Sales development in entire Gujarat with a sales force of 10 Sales Executive and we were able to reach the business volume of 5 crores during my tenure.

3. ICICI Prudential Life Insurance – Joined as Unit Manager and lead a team of 50 direct Agent Advisors along with one Asst. Unit Manager and his 25 Advisors. Geographically, my team was spread across in the area of Mount Abu, Patan, Mehsana, Ahmedabad and Nadiad.

4. Aviva Life Insurance – As Territory Manager, I was managing the Co. Operative Banks vertical where in for a year was managing four Banks along with a team of four Sales Managers. I was able to improve upon ATS from 6000 to 14,000 and thereby increased business in terms of Premium from 80% to 180% over last year performance. Personally, manage to tie-up with a District Coop bank on a Referral model. Identified a host of other banks, which are ready to do Life Insurance business. Had activated PACS (Primary Agricultural Credit Society) across Gujarat as a pilot project and maximised business revenue thereby assisting the banks to do consistent business.

In October 2007 was promoted as Area Manager. Currently managing a team of two Territory Managers and ten Sales Managers with their teams. In my new role, currently I am managing Public Sector Banks, Corporate Agents and Brokers. We are managing Channel Partners like Canara Bank, Laxmi Vilas Bank, Punjab & Sindh Bank, Bank Of Rajasthan, C.A. Brokers, Principal-PNB (Punjab National Bank), Religare, Bajaj Capital, Anand Rathi, RR – Insurance Broking, Beacon Insurance Broking and other small and regional brokers across Gujarat.

After taking charge of these channels from Oct' 07, I took the initiative of restructuring the entire channel. Conducted extensive recruitment and training for the new as well as old team members. One of the key achievements was that we stood 2nd in the Broking channel Principal PNB across India and accomplished successfully the entire 2008 target of couple of small and regional brokers.

5. AEGON Religare Life Insurance – As Regional Manager, I was managing entire Gujarat for all the Channel Partners associated with us. With the team of 10 Sales Managers across the state I in the first year of operations activated all the Religare Group channels like Finvest, Confin, RACE, Religare Securities and Religare Insurance Broking. With all the channels active we achieved our financial goals of 08-09.

The key targets for the second year was bringing in the Local channel partners like Corporate Agents, Referral Partners like co. operative banks and others. I successfully installed and activated one Corporate Agent and had placed two more corporate agents into the system. With the installation of the additional channel partners the financial goal for the year 09-10 are closer to the completion.

6. Innovative Services : We are in to Service industry catering services like bus, train & flight tickets, Hotel reservations and Group Holiday planning. We are also licensed Domestic and International Money transfer agents with Western Union & Various banks like ICICI, Yes Bank, DCB Bank.....We are operative since last 7 years with 35 corporates and hundreds of customers.

Additional Information :