

ABHILASHA SAREEN

Chandigarh, India

+91-7696007889

Email: abhilasha.sareen@gmail.com

PROFESIONAL SUMMARY

- More than a decade experience in Sales & Marketing, Team Handling and Management functions at State level.
- EDP certification from NITCON, Chandigarh.
- Rewarded with National and International accolades for exceptional business acumen.

AREAS OF EXPERTISE

Strategic Planning

Business Report Analysis

Team Management

Customer Service

Relationship Building

Performance Review

Partner Alliance

Training & Development

CAREER EXPERIENCE

08/2013 to 06/2016 (Freelancer)

- Established tie-ups with educational institutions and corporates for behavioral and personality development trainings.
- Nurtured substantive relationships with Principal/Director/ Placement Officer/ HR.

03/2012 to 06/2013 Deputy Area Development Manager – Punjab

AMC (India) Pvt. Ltd, Ludhiana and Chandigarh

- Headed at State level - Business Development, Operations and CRM dept.
- Recruitment, Coaching, Mentoring and Development of team members to drive continuous profitability improvements.
- Devised means to increase the headcount, activation & retention of staff.
- Organized exhibitions and various events for Product Promotion.

06/2006 to 03/2012 Associate Branch Manager

Exide Life Insurance Co. Ltd / ING Life, Patiala

(2006-2007= Sales Manager (Ludhiana), 2007-2009= Sr. Sales Manager (Ludhiana), 2009-2011= Group Sales Manager (Chandigarh), 2011= ABM (Ambala) and 2011-2012= ABM (Patiala).

- Managed sales team at branch level and acted as profit center head.
- Empaneled High Net worth Individuals/ Retail Advisors and achieved consistent performance results.
- Recruitment, activation, training, counseling and retention of the sales team for professional development.

04/2002 to 08/2004 Agents and Advisor

Max New York Life Insurance Co. Ltd., Chandigarh

02/2004 to 06/2006 Senior Merchandiser

Wool ways India Ltd, (100% EOU in knits), Ludhiana

01/2000 to 03/2002 Merchandiser

Utkarsh Apparels (Ralson Gp, 100% EOU in Textiles/Knits), Ludhiana

EDUCATION

Masters in Finance & Control (1999)

Punjab University, Chandigarh

PGD in Business Management (1995)

DAVC of Mgt & Comm. N.Delhi

COMPUTER SKILLS

MS Office

MS Excel

Power Point

ACCOMPLISHMENTS**At AMC:**

- Facilitated in Bangalore for exceptional performance as Dy. Area Head in 2013.
- Facilitated in Goa for exceptional performance as Dy. Area Head in 2012.

At ING Life Insurance:

- Won GRAND SLAMMER Award at London in 2008.
 - Nationally No.1 in JAS, 2010 & facilitated at Malaysia in R & R Meet.
 - Member of National Product Advisory Committee.
 - Won many accolades & recognitions at various occasions for remarkable performance.
-