

Working in Training & Content development department since last 1 year

Total Experience of 10 years in Training department

Milan Jawani

P.G.D.B.M. – NMIMS University Mumbai

PROFESSIONAL OBJECTIVE:

To be a major contributor in achieving organizational goals by developing content, executing effective training, strategy development and organization satisfaction.

PROFESSIONAL PROFILE:

- Experienced professional with zeal to achieve top position in L & D dept.
- Design & develop the training content for manager / advisor Induction by using Instructional designing.
- Develop customized training content & sales tools for special business drive.
- To manage the overall training administration & assist Account / Training Head.
- Training delivery with result oriented approach
- Ability to lead and motivate people to achieve predetermined goal
- Strong Learner and Innovator
- Command on developing personalized / generalized Financial planner, General content development, excel in – data analyst & power point

SUMMARY OF EXPERIENCE:

1. Worked in different roles at **Aegon Life Insurance Co Ltd** since Sept 2009 till date
 - ❖ Asst Manager Training & Content based at Head Office, Mumbai (19th July 2016 till date)
 - ❖ Area Training Manager - Gujarat & MP (1st Oct 2012 to 18th July 2016)
 - ❖ Training Manager – Gujarat (17th Sept. 09 to 30th Nov 12)
2. Worked with **MetLife India Insurance Company Limited** as Training Manager based at Jamnagar (June-2008 to September 2009)
3. Worked in different position at different roles at **Unichem Laboratories Limited**
 - ❖ Regional Sales Trainer based at Ahmedabad & covered West Region (March 2006 to May 2008)
 - ❖ Clinical Business Associate with **NEU FOREVA, A Division of Unichem Laboratories Limited** at Jamnagar (December 2001 to March 2006)
4. Worked as Medical Representative in **Divine Health Care** based at Jamnagar (March 2001 to November 2001)

SIGNIFICANT ACHIEVEMENTS – AEGON LIFE INSURANCE

1. Pan India Single handed managing the content requirement for various business partners & coordinating with entire training team for various training requirements.
2. Promoted twice in the organization 1. Asst Manager Training & Content & based at HO 2. Area Training Manager – Gujarat & Madhya Pradesh 2.
3. Qualified to be a member of “Team Analyst – Business Alliances”, Member of Team Analyst has to identify, Analyze & prepare comparison in a form of Scale up and send it to Compliance department for publishing at the time of Area Training Manager Level.
4. Received “Star Trophy” for conducting extraordinary performance in terms of Business Impact through Training, number of training conducted & higher number of joint field calls done.
5. Awarded “Drona” certification for conducting highest number of training/Joint calls in first quarter of 2011.

MAJOR ACHIEVEMENTS – METLIFE INDIA INSURANCE COMPANY LTD

- Handled “Saurashtra” locations like Jamnagar, Junagadh and Bhavnagar
- Trained more them 500 FA, 100 Axis bank staff, 25 Agency Managers & 80 Sms in around 130 trainings
- Average training rating 4.8 out of 5
- Received Training ‘Belt’ certification from the company (Rating 3.75 / 5)
- Received “Khalega Kya” contest trophy, contest based on high number of FA / SM qualified based on New plan - Launch plan premium collected within 1 month of launching.
- Activated around 4-6 new financial advisors per month, Total FA activated – 45

MAJOR ACHIEVEMENTS – UNICHEM LABORATORIES LTD.

- Internally promoted as Regional Sales Trainer from Medical Representative
- Handled all division of Unichem Laboratories for training prospect.
- Involved in imparting training to first line managers.
- Conducted need based training for sales people in Unichem, Around 20 Induction training conducted as Trainer and trained 529 Medical Representative, 425 trained in Classroom and rest 104 during joint field calls.
- Planned, Organized and Conducted Training for Newly as well Experienced Sales people in West as well South Region in Unichem
- Achieved average training rating is 95%
- Covered all major locations of West region for on the job and class room training

SPECIAL PROJECT HANDLED – UNICHEM LABORATORIES LTD.

- Complete medical content prepared & bind for Neu Foreva, A division of Unichem Laboratories Ltd for training prospect.

PERSONAL DETAIL:

- Date of Birth: 10th June 1979
- Graduate in Science stream
- Marital status: Married & Having two child
- Spouse: Working with IDBI bank
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