**NITIN BHAVSAR**

**Contact No.:** +91 9702721222

**E-Mail:**nitin\_bhavsar@hotmail.com

**CAREER ABSTRACT**

* Innovative professional with progressive management expertise with demonstrated skills in initiative, creativity and success in the domain of Sales and Business Development.

**KEY SKILLS**

Customer Acquisition/Retention

Business Development

Portfolio Management

Investment Advisory

Team Management

* Proven ability in tracking client portfolios and suggesting changes as and when required.
* Devising ‘customized’ risk management solutions.
* Keen strategist with expertise in managing operations with focus on profitability and optimization of resources.
* An enterprising leader with proven abilities in leading teams towards the achievement of organizational goals and industry best practices.

**EMPLOYMENT SCAN**

**Birla Sun Life Insurance, New Delhi Regional Business Manager, Sept ’15-till date**

**Key Deliverables**

* Responsible for driving group sales of Key Account segment thru direct client acquisition
* Ensuring business targets for the region on group retirement fund benefits, protection solutions
* Client retention and maintaining servicing standards for all existing clients within the vertical by:
  + Regular interactions and engagement
  + Managingqueries, escalations and complaints
* Formulation and implementation of strategy and channelize the team towards goals.
* Manage business development activities according to targets, financial plan to achieve profitability.
* Implement value initiatives for improved and sustained productivity
* Cross-sell solutions offered by other ABFS entities
* Facilitate coaching, mentoring, performanceevaluation and conducting regular feedback session with team.

**Noteworthy Attainments**

* New client acquisitions for fund and risk businesses
* Revenue growth of 50% y-o-y
* Established presence and garnered market share within key account segment
* Leveraging business thru channels.

**Birla Sun Life Insurance, Bombay Business Development Manager, Jul’11- Aug ‘15**

**Key Deliverables**

* Network and interface with CXO’s, manage collaborative relationships with institutions in complex buying environment with multiple stakeholders.
* Responsible for consultative sales of Employee Benefit Solutions for key clients in Bombay region.
* Negotiation and customized benefit solutions
* Discussions with clients to assess investment opportunities and risks involved.
* Liaison with investment team for update on investment outlook, legal team for understanding and drafting of legal documents, operations and claims team for service delivery.
* Counsel clients for compliance and regulatory areas related to scope of engagement to complement business objective
* Improving distribution and reach thru channel sales.
* Consultationsfor on-going employee benefits and engagement programs

**Noteworthy Attainments**

* Leading contributor in new client acquisitions –group funds
* Individually managing an AUM of over Rs. 150 cr. under key/SME segment
* Mapping and development of key accounts thru channels and engagement programs

**Birla Sun Life Insurance Key AccountManager, Jul’08- June ‘11**

* New client acquisition, strategic account management
* Responsible for investment and advisory services for all existing clients in Western Region
* Streamling and implementing Sales Management System and process

**Birla Sun Life Insurance Sales Manager, Aug’06- June ‘08**

* Responsible for group funds sales for PSU, MNC and large clients in Bombay region
* Developed co-operative banksfor group benefit solutions
* Managing client in Pune region

**ABP Pvt. Ltd., Bombay Sr. Officer – Sales & Marketing, May’05 - Aug’06**

**Key Deliverables**

* Responsible for meeting the revenue targets and maintaining media market share for each client.
* Manage major accounts, liaising with corporate clients and respective advertising agencies.

**Noteworthy Attainments**

* Consistently built on innovative solutions and overachieved set targets.
* Exhibited skills in identifying growth sectors based on trends, expansion plans and market outlook.
* Streamlining scheduling processes for supplements of AnandabazaarPatrika and The Telegraph.

**Business Standard Ltd., Bombay Sr. Officer - Response Feb’03-May’05**

**Key Deliverables**

* Memberof“Display” team, one of the most crucial categories for revenue generation. Specifically looking after ad revenues from non-financial corporate clients from petroleum, textiles, IT, telecom, educational and airline industry.
* Planned and successfully executed special projects.
* MIS of clients and new additions for management reviews.

**Noteworthy Attainments**

* Developed new concepts and innovations which were unique in print media.
* Streamliningof MIS and database updating processes.

**Sep’01-Feb’03: Asian CERC Information Technology Ltd., Bombay Dy. Manager-Marketing & Sales**

**Key Deliverables**

* Sales and marketing for Business Intelligence Software, known as ‘Insight’ and ‘Market Pulse Unplugged’, to stock brokers, banks and research firms and mutual funds.
* Monitoring usage patterns and satisfaction levels of clients.

**Noteworthy Attainments**

* Successfully developed the market for ‘Insight’ and ‘Market Pulse Plus’, through customer engagement and sales programmes.

**SCHOLASTICS**

* Masters in Management Studies (MMS-Marketing) from Mumbai University, 1999 - 2001.
* Bachelor in Commerce- Mumbai University in 1998.

**TRAININGS ATTENDED**

* Consultative Sales Techniques
* Finance for Non-finance professionals
* Microsoft Excel and PowerPoint
* Technical Analysis
* Media Planning

**BEYOND CURRICULUM**

* Active participation in team events and sports.
* Member of social work groups for Humanist Centre

**PERSONAL DOSSIER**

Date of Birth 2nd April 1978

Languages English, Hindi & Marathi

Address F-203, Ganesh Prasad Housing Society, Laxman Mhatre Marg, Navagaon, Dahisar (West),

Bombay (Mumbai) - 400 068.

Skype id bhavsarnit