Shailendra Bisht

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**ACCOMPLISHED MANAGEMENT PROFESSIONAL**

A Management Professional with an overall experience of 10+ years in leading various teams across verticals, with a wealth of Insurance Industry experience in Channel & Relationship Management, Corporate Sales, Strategic Alliances, B2B Sales and Business Development.

*Seeking sales or marketing assignments with organizations of repute, where my professional & academic knowledge is utilized to optimum possible*

**PROFILE**

* Focused, hardworking, self-motivated and an effective team player with excellent communication and inter-personal skills.
* Confident, articulate and a self-starter with the ability to analyze business operations and recommend strategies to improve performance and maintain professionalism at all times.
* Excellent negotiator with exceptional analytical & problem solving skills.



**PROFESSIONAL EXPERIENCE**

**Star Union Dai-Ichi Life Insurance Co. Ltd Jun 2014- Present**

**Territory Head – Bancassurance** (Since March 16)

Managing the overall P&L for North – East Delhi and Noida clusters of Union Bank of India and Bank of India Branches for SUD Life with a team of 2 Location Heads and 20 Asst. Relationship Managers.

**Business Leader- Group Sales & Alliances** (Jun 2014 – March 2016)

Responsible for developing and managing Group Sales and Strategic Alliances vertical in Delhi, NCR and Uttar Pradesh- Uttarakhand Region catering to the Employee Benefit Fragment for Captive (Partner Bank Client Group), Japanese and PSU segment.

## Job Responsibilities

* Acquisition and Servicing: Involved in acquisition, servicing and retention of key accounts in Captive, Japanese and PSU segment catering to the Employee Benefit requirements such as Group Life Insurances (GTI & EDLI), Employee Funds (Gratuity, Superannuation and Leave Encashment).
* Strategic Alliances: Acquiring new partnerships (Banks, NBFCs and MFIs) for Credit Life tie up in the assigned Region.
* Involved in Strategic Planning for supporting the sale of Credit Life and CASA based Insurance product through partner banks- Bank of India and Union Bank of India.
* To Liaison with Brokers for acquiring corporate clients for Employee Benefit products.

Achievements

* Awarded for closing the largest deal in PSU segment and for exceptional performance in 2014-2015 for generating highest revenue.

**HDFC Life Insurance Co. Ltd. Aug 2011-Jun 2014**

**Sr. Corporate Sales Manager - Bancassurance**

Responsible for top line business which involves recruitment, team structuring, strategy planning for the business through strong relationships, servicing, integrations and innovations with the channel partners.

## Job Responsibilities

* Client servicing/ Channel Management: Managing HDFC Bank Branches in South Delhi Cluster with a team of 12 members.
* Relationship Management: To Liaison with Cluster Head, Product and Branch Heads for smooth functioning of Business Processes.
* Process Handling & Coordination: Organizing Zonal Level Data to analyze product performance and performance levers across the Cluster and Zone.
* Training/ Mentoring: Enhancing 360 degree skills of the team and channel partners in terms of Product Acumen, Concept Selling, Industry Insights and Interpersonal Skills.
* Sales Support: Providing the Channel Partner with all the necessary tools for achieving desired results. Scrutinizing the pre and post sale processes for accomplishing the organizational goals.

Achievements

* Promoted within 1 yr of Joining from CSM to Sr. CSM.
* Qualified for annual conference in Singapore and Malaysia in 2011& 2012.

**TATA Aig Life Insurance Co. Ltd Feb 2008-Aug 2011**

**Sales Manager – Alternate Channels**

Managing and Coordinating Sales and Business Activities through different Channel Partners

* **Bancassurance (Relationship Manager):** Managed CAC (Customer Acquisition Channel) & TRM (Treasury Relationship Manager) channel for Development Bank of Singapore (DBS Bank) relationship from Feb 2008 to August 2009 with a team of 2 Assistant Sales Managers and 6 Field Sales Officers.
* **Broking (Sales Manager):** Established and Spearheaded Unicon Broker Channel in Uttarakhand and Western Uttar Pradesh, from July 2009 to June 2011 with a Team of 3 Assistant Sales Managers. Managed Brokers like Unicon, Endeavour and Karvy relationship in Delhi and NCR.

## Job Responsibilities

* To achieve the budgeted targets for the region by managing a team of Assistant Sales Manager and Field Sales Officers
* Training and Development of the channel partners and team members.
* Scrutinizing and Monitoring of Insurance related documents, login and issuance processes.

Achievements

* Best FSO Channel PAN India within DBS Bank Channel 2008-2009
* Rewarded for delivering consistent business from Unicon Channel and being the most productive team of the vertical 2009-2010

**Birla Sunlife Insurance Co. Ltd Feb 2006-Feb 2008**

**Senior Unit Sales Manager**

Managed Sales and Business Development across the branches of Karur Vysya, Catholic Serian and Deutsche Bank.

Job Responsibilities

* Doing Joint Field Calls with Private Banking RMs and Personal Banking team members.
* Training Bank Employees on Insurance products and providing them with regular Industry updates.

Achievements

* PAN India Qualifier for the Star Cruise Contest 2006
* PAN India Qualifier for the annual TPD conference 2007 held in Goa.
* Promoted within 18 months of joining to the post of Senior Unit Sales Manager.

**ING Vysya Life Insurance Co. Pvt. Ltd. July 2005-Feb 2006**

**Business Development Executive**

* Managed Selling of Life Insurance products through Capital Financial Solutions, Mass Insurance Brokers and The Nainital Bank.
* Prospecting, Lead Generation and Open Market Servicing.

**ACADEMIC CREDENTIALS**

* MBA from HNB Garhwal University, Approved by AICTE, ministry of HRD, Govt. of India (2003-2005), Specialization Marketing & International Business.
* Graduation (B.Sc. PCM) from CCS University, Meerut, Uttar Pradesh (2000-2003).
* Intermediate from CBSE Board, 1st Div (2000).
* High School from CBSE Board, 1st Div (1998).

Projects Undertaken

* Marketing Analysis of various Private Life Insurance Companies with specialreference to ING Vysya Life Insurance Com. Pvt. Ltd. In Delhi and NCR.
* Comparative Analysis of Home Loan procedures followed by different Banks/HFCs.



**PERSONAL INFORMATION**

**Date of Birth** : 02/07/1982

**Languages Known :** English and Hindi

**Marital Status :** Married

**Hobbies :** Reading and Adventure Sports