**SANTOSH KUMAR SINGH**

E-mail id –medical\_stbhu@yahoo.com

Mobile no – 9871122277

Address – Noida

Noida (U.P) 201308

**Channel Management, Relationship Management, Business Development, Team Training, Team Motivation, Team work, operational Support for Distributors Kind of Job.**

**SNAPSHOT**

Graduate with 17+Year Works Experience in Business Development, Training Sales Team for Life Insurance & General Insurance, currently associates with **Peerless Financial Product Distribution Ltd** for **Delhi NCR,U.P & Rajasthan**.

**Here I am driving business from our service provider with branch sales team and giving all training, operational and administrative support to branch.**

**KEY DELIVERABLES**

* Business Thru Service Provider as per company policy and Renewal.
* Training of Service Provider & Branch Team for Product & Sales Skill Development.
* Training of New Inductive Service Provider and Activation of Inducted Service Provider.
* Responsible for new Acquisition for future business.
* Training Support.
* Operation Support-MIS
* Timely Payment of Channel Partners.
* Business As per Company policy.

**ORGANISAGTIONAL DETAILS**

* Working With **Peerless Financial Product Distribution Ltd** as **Area Sales Head**-Delhi NCR/UP/Rajasthan from 11th November’14 to till date.
* Worked with **Exide Life Insurance** as **Senior Territory Manager** Delhi & Rajasthan from 17th May, 2014 to 10th November’14.
* Worked with **Future Generali India Lic Ltd** as **Senior Business Development Manager** from from 16th August,2010 to 16th May, 2014.
* Worked with **Bajaj Allianz Life Insurance** as **Relationship Manager** from 3rd December, 2009 to 15th August,2010.
* Worked with **RR Insurance Broker Pvt Ltd** as **Relationship Manager** from 10th June’2000 to Nov’2009.

**KEY HIGHLIGHTS**

* Relationship Management for New and Good Business with Renewal.
* Training of Service Provider for Product & Sales Skills Development.
* Coordination with Channel Partner for Business.
* Operational Supports to channel Partner for timely issuance and for push of new business.
* Timely updating of any escalation to channel partner and concern of business.
* Planning of Business in initial and ensuring delivery from partners with a healthy relation.
* Timely contest update and distribution of rewards.
* Time to Time training of Sales team.
* Ensuring Timely Payment of Channel partners.
* New Acquisition for new business.
* Maintain 13th Month Persistency.

**EDUCATION**

* BA Manav Bharti University
* HSC from U.P Board.
* SSC from U.P Board.

**PERSONAL DOSSIER**

## Name : **Santosh Kumar Singh**

Father Name : Late Shri Manbodhi Singh

Date of Birth : 06.04.1977

Marital Status : Married

Present Address Jalvayu Vihar

Noida (U.P)

Contact No **: 9871122277**

(**SANTOSH KUMAR SINGH)**