

# BHUSHAN DALVI

25TH FEBRUARY 1995



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## Career Objective

To secure a promising position that offer both challenges and good opportunity for growth.

## Education profile

Have displayed a consistent track record through my academic life

Year	Degree and University	Marks
2018-20	<b>Masters of Business Administration</b> Parul Institute of Eng & Tech (Marketing)	7.49(CGPA)
2013-17	<b>Bachelor of Engineering</b> Government Engineering College Electrical Engineering	6.25 (CGPA)
2012-13	<b>Higher Secondary Certificate Exam</b> Sabari Vidyalaya, Vadodara (PCM Subject)	61.85%
2010-11	<b>Secondary School Certificate Exam</b> Sabari Vidyalaya, Vadodara ( <b>Science And Maths</b> as major subjects)	75.81%

## Expertise

1. Sales Management
2. Wealth Management
3. Insurance
4. Employee training
5. Customer relationship management
6. Banking

## Key Skills

1. Good Communication skills
2. Flexible, reliable and hard-worker
3. Good Management Skills
4. Strong desire to quickly learn and improve myself
5. Organizational qualities: Can Fit in / Manage efficiently / Lead an organization to get best results
6. Good at All basic computer skill

## Academic Project

1. GSM based conductor temperature and sag monitoring system.
2. Customer retention strategy at Big Bazaar.

## Work experience

### ❖ **TATA AIA Life Insurance Company Limited**

Corporate Accountant Manager  
(29 Dec- 2021 -- Till now)

### ❖ **Star Union Dai-ichi Life Insurance Co.Ltd**

Relationship Officer  
(5th august 2021 to 15 December 2021)

### ❖ **ICICI Prudential Life Insurance Co Ltd**

Financial service consultant  
8 months

## Job Description

1. Built and maintained business relationships with bank branches managers as well as upper management and the bancassurance unit and also all other units in the company.
2. Developed the sales team, sales specialist in terms of training, coaching, etc and make sure they are to achieve, monitor.
3. Control and enhance the sales activity in the field, had an active role in prospecting.
4. Ensured a high motivation level in the bank branch team through contests, championship, gatherings, etc.
5. Monitored the activities of the sales staff to ensure that all formal processes are adhered to bancassurance standards and expectations and all kpis are within acceptable levels.
6. Assisted the sales force by undertaking regular field visits to the branches.
7. Established good cooperation spirit with all other departments in the company.
8. Achieved quantity and quality productivity targets and ratios on a monthly, quarterly and annually basis.

## Internship & Training

1. Britannia Industries Limited as Sales Associate Intern (15days)
2. Colgate-Palmolive as Sales Associate Intern (7days)
3. Completed my internship in Big Bazaar as Management Trainee (45days)

\* I hereby declare that the above written particulars are true to the best of my knowledge and belief.