

OBJECTIVE

Results-driven Senior Insurance Sales Advisor with 4 years of experience specializing in life and health insurance. Demonstrated success in managing client portfolios, achieving sales targets, and providing expert advice on insurance products. Strong interpersonal skills and a deep understanding of insurance regulations and market trends, committed to delivering exceptional service and tailored insurance solutions.

CONTACT

- Kgyadav061999@gmail.com
- <https://www.linkedin.com/in/krishna-yadav-22312129a/>
- 91+ 9219064992
- 14th Avenue, Gaur city 2

EDUCATION

M.com from D.S College, Aligarh in 2022 – 2024

B.com from Gyan College, Aligarh in 2017 - 2020

SKILLS

- Financial Management
- Conflict Resolution
- Professionalism
- Relationship Management
- Database Management
- Emotional Intelligence
- Listening
- Quality Assurance
- Strategic Thinking
- Communication
- Creativity
- Problem Solving
- Public Speaking
- Claim Auditing

KRISHNA YADAV

SENIOR SALES ADVISOR WITH THE 4 YEARS EXPERIENCE IN INSURANCE DOMAIN

Seeking a new role to leverage my expertise in life and health insurance, with a focus on engaging customer support and delivering tailored insurance solutions. Eager to contribute to a dynamic team in the insurance industry.

WORK EXPERIENCE

SENIOR INSURANCE SALES ADVISOR

TATA AIA LIFE INSURANCE & AIG HEALTH INSURANCE
Sept 2019 – Feb 2024

- Developed and maintained strong client relationships to understand insurance needs and deliver customized solutions.
- Exceeded sales quotas by implementing proactive outreach and effective sales strategies.
- Conducted thorough needs assessments to recommend appropriate life and health insurance products.
- Demonstrated expertise in a wide range of insurance products offered by Tata AIA and AIG.
- Educated clients on policy features, benefits, and exclusions to facilitate informed decisions.
- Created personalized financial plans aligned with clients' long-term goals and risk tolerance.
- Provided expert guidance on coverage options, premiums, and policy selection.
- Guided clients through the claims process, ensuring seamless and timely resolution.
- Collaborated with insurance company representatives to expedite claims processing.
- Maintained compliance with industry regulations and company policies.
- Upheld high standards of integrity and professionalism in all client interactions.
- Contributed to team success by developing and executing effective sales strategies.
- Mentored junior advisors, sharing best practices and product knowledge.
- Prepared detailed reports on sales performance, client interactions, and market trends.
- Utilized CRM systems to manage leads, follow-ups, and client communications effectively.

