

PROFILE

I am a highly motivated Insurance Sales Advisor with extensive expertise in assessing client needs, advising on coverage options and improving customer satisfaction. I have great interpersonal skills dealing with clients and dealing with conflict resolution. I have **over 9 years of sales experience** with personal lines Auto and Home insurance products. I am proficient in various jobrelated software, including Applied Rating Services and different company portals that I have worked with in the last 9 years. I am very meticulous and dedicated to developing a meaningful clientele base and offering best solutions for insurance coverage.

CONTACT

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CERTIFICATION

- **RIBO Licensed- 2015**

EDUCATION

- Bachelor's degree in hospitality management. University of Madras. 1994---1997
- Post-graduation in Facility Management. IJsselland University, Netherlands. 1997---1999

ACCOMPLISHMENTS

Top performer in Sales at Brokerlink, achieving the Platinum Tier of the President's Club.



GAUTAM BANERJEE

SKILLS

- Trilingual and can fluently converse in English, Hindi and Bengali.
- Insurance sales experience
- Extensive knowledge working with different Broker Management Systems such as Epic & Power Broker
- Extensive knowledge of working with different company portals.
- Underwriting knowledge and policy coverage expert

WORK EXPERIENCE

BROKER/PRODUCER. BILLYARD INSURANCE GROUP: 2024 – PRESENT

RESPONSIBILITIES:

- Build and maintain Strong relationships with clients, understanding their insurance needs and providing tailored solutions.
- Assist clients in selecting appropriate insurance policies, explaining coverage options and terms.
- Develop and implement sales strategies to enhance client acquisition and retention.
- Conduct market research to identify trends and opportunities for new products and services.

INSURANCE ADVISOR. BROKER LINK 2017-2024

RESPONSIBILITIES:

- **Processing new policy applications**, renewals, endorsements and follow-ups in an accurate and timely manner.
- Provide prompt, accurate and **friendly customer service**. Service involves responding to inquiries regarding insurance availability, eligibility, coverages, policy changes, etc.
- Gathering information from clients, assessing their insurance needs and risk profile
- Researching insurance companies' policies and negotiating with underwriters to find the most suitable insurance for clients

BROKER/PRODUCER. AAXEL INSURANCE
BROKERAGE 2015 – 2017

RESPONSIBILITIES:

- Research on the various insurance companies and insurance policies offered by them to help clients in choosing most suitable ones
- Develop leads, schedule appointments, **and identify customer needs.**
- Establishing and maintaining constant rapport with clients.
- Planning new marketing strategies in order to achieve new clients.
- Maintain a **strong work ethics** with total commitment to success each and every day.
- Analyzed and communicated risk factors associated with certain coverage

RESTAURANT MANAGER. WILD BURGER.
2014–2015

RESPONSIBILITIES:

- Accomplishing restaurant human resource objectives **by recruiting, training, motivating and organizing staff.**
- Analyze and **plan restaurant sales and organize marketing events** and promotional plans accordingly.
- Coordinate **administration, budget, payroll,** staff and vendors.
- Integrating the role of a **facility manager, ensuring proper operation** of all aspects of a building to create an optimal, safe and cost effective environment for the occupants to function.

CUSTOMER SERVICE. COURTYARD BY
MARRIOTT. 2004–2014

RESPONSIBILITY:

- Helping the restaurant manager to **ensure profitability** and **high standards of customer service to all customers.**
- Developed and maintained a staff that provide **hospitable, professional service** while adhering to policies and business initiatives.
- Exhibit through **knowledge of food and beverage, supervisory duties,** service techniques and guest interactions.