Varun Kumar

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Seeking assignments in Marketing with an organization of repute

**Synopsis**

* **MBA** (PGDBM**) in Marketing & Sales**.
* Focused and dedicated with abilities in acquiring knowledge to be put to use in an effective way.
* Good interpersonal skills with strong analytical, problem solving & team based approach.
* Strategic, self-motivated and creative.
* Believe in working lively with an aim of building the good team spirit and finally reaching the goal efficiently and effectively

**Work Experience (6+ years in Sales-Bancassurance)**

Company : **HDFC Life**

Designation : **Corporate Sales Manager - Bancassurance Sales**

Duration : July’13 – Currently Working Here

Company : **Times Business Solutions Limited. (A Times of India group Company)**

Designation : **Assistant Manager: KEY ACCOUNTS**

Duration : Oct’12 – July’13

Company : HDFC Life

Designation : Corporate Sales Manager **- Bancassurance Sales**

Duration : Sep’10– Oct’12

Company : **Aviva Life Insurance**

Designation : **Sr.Financial Planing Consultant**

Duration : April’08 – Sep’10

**Job Responsibilities-**

**HDFC Life-July'13-Till Now**

Corporate Sales Manager

***Significant Highlights during the job includes:***

* Currently Handling Ghaziabad Cluster-
* Day to day Business drive with ZM,CH,BM's to maintain Month run rate
* Monitoring daily sales with HDFC Bank, accelerating business growth through aggressive business development Strategies such as Cross-Sales and referral sales.
* Achieving sales targets from assigned channel partner branches with the help of Branch Managers and specified persons of the channel partner
* Creating / maintaining excellent relationship with the assigned branches and with the specified persons.
* Managing the recruitment, training, development and retention of a team of specified persons.
* Lead generation Activities-School activities,Corporate activities,Health Activities,Tax/ITR Activities
* To provide sales support to the channel partner by going on joint calls with Branch Managers / Specified persons
* Positively promoting the company, its mission and core values with quality business.

**Mentionable Achievements**

**HDFC Life**

* Promoted to Corporate Sales Manager-April'12 From Corporate Agency Manager
* Qualified Banca to Glory-Malaysia-Feb-Mar-12
* Qualified Banca to Bangkok-Jan-12
* Qualified Chalo Dubai October-11
* Qualified Crest O Mania-2011
* Master stroke 1,Master Stroke 2-Sep-11,Oct-11

**Aviva Life Insurance**

* PROMOTED TO SR.FPC ON 1 FEB-2010.
* PAN INDIA TOP JAN-2009 IIB CHANNEL (INDUSIND BANK)
* BEST FPC FOR SEPT-08, NOV-08 FOR IIB CHANNEL.
* BEST FPC FOR JAN-09, FEB-09, MAR-09, JULY-09 FOR IIB CHANNEL

**Academic Credentials**

**Professional**

* ***Post Graduate Diploma In Business Management* (equivalent to MBA: 2006-08)** **(Finance +Marketing) from Graduate School of Business & Administration** .
* **B.Com in Commerce from K.P.T M-COLLEGE,MEERUT affiliated to C.C.S UNIV MEERUT (2000-03)**
* **Senior Secondary Certificate Education** from CBSE (2000)Commerce
* **Certificate of Secondary Education** from CBSE(1998)

**CERTIFICATE COURSES**

* **Doeacc 'O' Level certification in computers**

**Personal Details**

* Date of Birth : 04th Dec- 1982
* Current Address : 8/341,Sec-3,Rajender Nagar,Sahibabad,Ghaziabad,UP
* Linguistic Abilities : English, Hindi.
* Hobbies : Travelling, Music

**Date:**

**Place: New Delhi (Varun Kumar)**