**DEVENDU SHAH**

Ambitious and enthusiastic professional achieving consistent results and developing strong working relationships with client and internal team members: seeking assignments in:

**SALES AND MARKETING**

**SYNOPSIS**

* Over 6 years of experience in business development, marketing, key account management, relationship management and team management.
* Completed Post Graduation in Marketing from Symbiosis (SCDL), Pune 2010.Main modules included Marketing Management.
* Key strength in negotiation and strategy require closing deals as well as developing and delivering presentations/demonstrations.
* Skilled in developing strong business relationships with customers; experience in managing channels and territories as well as finding and converting prospects to customers.

Possess excellent interpersonal, communication and organization skills.

**Areas of excellence include:**

**Sales & Marketing Business Development Strategic Planning**

**CAREER CONTOUR**

**Canara HSBC OBC Life Insurance Co. Ltd.**

A joint venture of HSBC, Canara and OBC Bank, offering insurance and group Insurance products to individuals and Corporate.

**Insurance Sales Manager-Retail sales**  January 22, 2015 to Present

**Brief Job Role:**

* Deliver the annual plan for insurance (life insurance Business) through the **Oriental Bank** sales community.
* Support the sales teams to sell insurance policies to the existing base through portfolio Analysis of existing insurance and investment holdings.
* Drawing up the training roadmap for individual Branch staff and ensuring successful completion of the insurance training certification on regulatory framework.
* Joints sales drills with Branch Manager have to ensure customer buy the insurance product.
* Build the Insurance knowledge and awareness level of Bank Staff.
* Be the compliance gatekeeper in the assigned territory for adherence to regulatory guidelines including and not limited to IRDA and RBI guidelines.
* Be extremely vigilant for potential sales complaints free look cancellations, surrender ratios, lapse rates and sales complaints.

**Vidal Health TPA Private Limited (Formerly Known TTK Healthcare TPA Pvt Ltd.)**

Bangalore based company established in April 2002 with the mission to provide top quality TPA services to Health Insurance policyholders and be the most preferred TPA in India. Empanelled by leading insurance companies, both public sector and private, across different regions of the country.

**Assistant Manager (Business Development)** March 2014 to December 18 2014

**Brief Job Role:**

* Developing and accomplishing lead generation plan, meeting or exceeding monthly/annual sales targets.
* Identifying the potential customers amongst the targeted leads in order to start sales process.
* Coordinating with Sales support team to develop the pitch document or to determine essential strategic approaches for sales.
* Maintaining and expanding the database of prospects of the organization.
* New and ongoing account management.

**HDFC Standard life Insurance Co. Limited**

A joint venture of HDFC and STANDARD Life plc, offering insurance products to individuals, Corporate. Banca partner **HDFC Bank**.

**Bancassurance Manager**  April 2013 to till June 2013

**Sr.Corporate Agency Manager** June 2011 to till March 2013

**Brief Job Role:**

* Deliver the annual plan for insurance (life insurance Business) through the **HDFC business banking** sales community.
* Support the sales teams to sell insurance policies to the existing base through portfolio Analysis of existing insurance and investment holdings.
* Drawing up the training roadmap for individual RM and ensuring successful completion of the insurance training certification on regulatory framework.

**Significant Accomplishments**

* **Promoted as bancassurance manager** after completed, goal sheet ended in March 2013.
* Played major role in implementing companies’ aggressive promotion drive of Click2Protect, LTRP, MWPA and HUF.
* Amongst top manager in business productivity in territories and in the crorepati club in FY 2012-13.
* Won trips and prizes for achieving / exceeding assigned business targets.

**ICICI Prudential Life Insurance Co. Limited**

ICICI Prudential Life Insurance Company is a Joint venture between ICICI Bank, a premier financial powerhouse, and prudential plc, offering wide range of flexible products that meet the needs of Indian customer.

**Senior Financial Services Manager** 1st May 2010 to till June 2011

**Associate Financial Services Manager** July 2008 to till Apr 2010

**Job Role:**

* Handled the relationship of **ICICI Bank** various branch in rohini.
* To develop and build up relationship with the branch manager and other employees of the Bank.
* To motivate, guide and support to employees of the Bank, and generate business for the

Company as well as for each employees to meet the target.

* According to requirements of the customers, suggest or advise them the best Insurance Plan of the Company.

**Significant Accomplishments**

* **Promoted as Senior Financial Services Manager** after completed goal sheet ended in April 2010.
* **Got increment in salary** by completed goal sheet in silver category ended month of January 2009.
* Won a trophy for good performance in Yuva meet held at Regional Office.

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| **EDUCATION** |  |  |
| **Year** | **Degree/Certification** | **Institute /School, City** |
| 2010 | PGDBA Marketing (SCDL) | Symbiosis, Pune |
| 2004 | B.Com (Hons.) | Gaya College, Gaya |
| 2001 | Std XII(BIEC) | Gaya College, Gaya |

**IT SKILLS**

Proficient in MS-Office, Internet based search, fundamental operations.

**OTHER INTERESTS**

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| Music | Keenly interested in listening ghazals |
| Reading | Newspapers, political magazines, blogs and regular updates |
| Social Sites | Twitter, Face book, LinkedIn etc. |

**RESIDENTIAL ADDRESS**

WE-67, 1st Floor, Mohan Garden DOB- 26th Jan 1985

New Delhi-110059

**Contact No-93505-21208 Email Id-devendu.shah@gmail.com**