**Hemangi Sunil Kadam**

502, A wing, PandurangTower,

Opp. Rajvaibhav Complex,

Ganesh Nagar, Dombivli (West)

Thane Pin-421202

Contact No – 9833601312

Email id-hemangi.chaskar@gmail.com

**Objective:**

My objective is to achieve flexibility and adaptability to manage change and to be a part of the team that works towards the growth of its organization and to deliver my best.

**Educational Qualification:-**

* Completed **Master Of Commerce** In **March 2005** with (**First Class) 61**% from **Pune University**.
* Completed **Bachelor Of Commerce** in **March 2003** with **(First Class ) 67% from Mumbai University**
* Completed **Higher School Certification** in **Feb 2000** with **(First Class) 62% from Maharashtra Board.**
* Completed **Secondary School Certification** in **March 1998** with **(Second Class) 58% from Maharashtra Board.**

**Additional Qualification:-**

Completed Diploma in Tax Management from Welingkar Institute with First Class (64%)

**Career Summary:-**

* Professional Experience of over **6.5 years.**
* Extensive experience of over 5.5 years in effective Customer Relationship and Customer Escalation combined in Banking and Insurance.
* Result oriented team-builder with constant focus on performance & quality improvements and revenue growth. Ability to maintain a good rapo with the clients.

**Professional Experience:-**

1. **Standard Chartered Bank, Thane Branch.**

**Designation: Insurance Specialist – In Wealth Management (Jan 2011 to till date).**

* Generate new business to achieve defined sales and revenue targets.
* Keeping In and out knowledge of the products being sold by him.
* Create proper comparison of the similar products in other companies.
* Create and manage an effective Sales Tracker to measure and manage their activity levels.
* Continuously improve the quality of sale and key sales ratios by attending the trainings arranged for them, if required.
* Providing timely MIS as required relating to the various aspects of the business-Applied, business lead generation, Issued business, product mix, lapsation etc
* Conduct a credit report on customers to find out what sort of insurance rates they can be given, explain to customers what sort of coverage they are getting, and what kind of monetary values the insurance company will payout in the event of damage to the insured.
* Ensuring complete customer satisfaction starting from the first payment of premium till the claim management.
* Liasoning with Insurance Company’s representatives on a regular basis.
* Ensure timely and accurate compliance to all statutory requirements. To check if all the required documents and forms are in place, wherever applicable

1. **Bajaj Allianz Life Insurance Co. Ltd**

**Designation: Relationship Manager- Bancassurance-Standard Chartered Bank(Aug 2007 to Dec 2010)**

* Acquiring bank customer through lead generation and selling life insurance products to them.
* Coordinating with team members for sales and support of sell Insurance products.
* Planned Promotional activities for generating leads for the team.
* Prepare and submit daily/ weekly MIS reports to Branch Manager or SM.
* Participate actively in branch sales planning to generate action plans for meeting targets.
* Generate new business via sales promotions, presentations & in-branch contacts
* Ensure high level of customer service in the branch. Manage difficult customer situations

1. **Kotak Mahindra Old Mutual Life Insurance Ltd”**

**Designation: Life Advisor (Sep.2006 to July 2007)**

* Identify Prospects
* Analyze and identify their needs
* Plan Customers Finances
* Offer the right kind of product
* Advise customer on the benefits of services.
* Provide accurate information about the different policies of the company
* Issue policies and maintain good relationship with customer.

1. **“Dombivli Nagari Sahakari Bank Ltd”, Dombivli Main Branch**

**Designation: Temporary Clerk (Sept2005 to Aug 2006)**

* Outward clearing i.e. feeding cheques, which are deposited by the customers
* Inward clearing i.e. entering cheques, which are received for clearing
* Updating Pass Book
* Preparing Loan Certificates (Principal & Interest Amt.)
* Drafting letter, making inspection Reports.
* Helping officers in cross checking of supplementary

**Achievements:-**

**Standard Chartered Bank:-**

* Qualified for Olympics trip in 2011 (Trip to Turkey)
* Received award for Best Performer in 2010.

**Personal Information**

* Date Of Birth- 11th Oct 1982
* Marital Status: - Married.
* Language Known - English, Hindi, and Marathi

**Declaration: - The** above details are true to the best of my knowledge & belief.

Hemangi Sunil Kadam.