**CURRICULUM VITAE**

**Avaneesh Singh**

Room-02 Ground Floor Ganpat House

Opp R B I Qtrs M D Keni Marg

Bhandup (East) ***Mob*** **:** *8691855533*

Mumbai:-400042 ***E*-*mail*:** [*avaneesh0077@gmail.com*](mailto:avaneesh0077@gmail.com)

**Career Objective:-**

Looking for the job where I can show my best performance and learn the new aspects, So as to improve my skill and ability for the job offered to me. Highly motivated with the ability to work hard and effectively both in A team and as well as individual

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**Personal Details:-**

Father`s name : Tusharkant Singh

Date of birth : 10th April, 1983

Nationality : Indian

Sex : Male

Religion : Hindu

Marital Status : Married

Languages known : Hindi & English

Strength : Sincerity, Dedicated to work & Hardworking

Personality : Smart, Good looking, Quick learner, Talkative with People. Easily

Adjustable in new environment.

**Academic qualification:-**

* S S C – 1998 From U. P Board
* H S C – 2000 From U. P Board
* B.A. - 2003 From U. P Board
* M.A - 2005 From U.P Board

**Computer Exposure:-**

* Basic in computer Knowledge.
* Excel
* Power point
* Internet

**Strengths:-**

* Getting double promotion in just six month Agency Manager to Business Development Manager with achieving target 40lakh.
* Achieved path breaker award in just 3month getting top 3 position pan India.
* High degree of adaptability with good communication skill.
* Good at co-ordination & implementation.
* Quick Lerner.

**Hobbies:-**

* Cricket, Music & Watching Movies

**Work Experience:-1**

**November 2011 till date as a Business Development manager with Birla Sun Life Insurance Co Ltd**

* To recruit good quality prospective insurance advisor and insure that day acquire licencing in order to achieve the sales target set by the company.
* Making joint call with advisor and provide financial planning training.
* Provide necessary training and motivation to advisor for need base sell.
* Insured that advisor achieve business target set of them.
* Need to sell the life insurance product appoint advisor managing the team to meet t have target should have knowledge about insurance industry need to bring the lead to company need to have good communication skill and convincing attitude.
* Provide on the job training and manage and monitor performance of advisor so that day can achieve their goals.
* Acquisition and servicing of customer managing and improving existing asset portfolio quality sourcing new business knowledge of life insurance of wealth management.
* Doing joint call with advisor and provide motivation.
* Managing the sales and marketing their by achieving the profitability of the organization.
* Generate leads making appointments with new client and convert leads into business.
* Acquiring new client for generating references for achieving target on monthly bases new client acquisition life insurance.
* Coordinating with processing department for smooth process of business.

**Work Experience:-2**

**April 2005 to October 2011 as a Marketing manager @Electronics World Pvt Ltd Mumbai**

* Achieves marketing and sales operational objectives by contributing marketing and sales information and recommendations to strategic plans and reviews; preparing and completing action plans; implementing production, productivity, quality, and customer-service standards; resolving problems; completing audits; identifying trends; determining system improvements; implementing change.
* Meets marketing and sales financial objectives by forecasting requirements; preparing an annual budget; scheduling expenditures; analyzing variances; initiating corrective actions.
* Improves product marketability and profitability by researching, identifying, and capitalizing on market opportunities; improving product packaging; coordinating new product development.
* Protects organization's value by keeping information confidential.
* Updates job knowledge by participating in educational opportunities; reading professional publications; maintaining personal networks; participating in professional organizations.
* Accomplishes marketing and sales objectives by planning, developing, implementing, and evaluating advertising, merchandising, and trade promotion programs; developing field sales action plans.
* Identifies marketing opportunities by identifying consumer requirements; defining market, competitor's share, and competitor's strengths and weaknesses; forecasting projected business; establishing targeted market share.

**Declaration:-**

I hereby declare that all the information furnished above is correct and completed to the best of knowledge.

**Date: - Signature**

**Place: - Mumbai (Avaneesh Singh)**