***CURRICULUM-VITAE***

**KUMAR VIKRAM**

**MUMBAI** Mobile No. 8291359111

E-mail Id – kumarvik7866@gmail.com

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**CAREER OBJECTIVE**

o Desire to begin my career in a competitive organization and try to move up in ladder of organizational hierarchy through my knowledge, skills and positive attitudes.

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**HIGHEST QUALIFICATION**

o PGDBM (POST GRADUATE DIPLOMA IN BUSINESS MANAGEMENT) from **MGM Institute of Business Management**, Kamothe, Navi Mumbai.

**WORK EXPERIENCE**

**ORGANIZATION: SRIRAM FORTUNE SOLUTION**

**PERIOD: MARCH 2012 TO TILL DATE**

**DESIGNATION: AGENCY MANAGER**

**ORGANIZATION: ICICI LOMBARD GENERAL INSURANCE CO.**

**o TENURE: DEC 2010 to JAN 2012**

**o Designation: UNIT SALES MANAGER**

**RESPONSIBILITIES:-**

AS UNIT SALES MANAGER:

**Responsibility includes managing team of sales managers and handling the direct team of advisors.**

**Handled team of 3 sales executive along with advisor team**

**Planning and execution of sales and recruitment target with sales managers**

**Building team confidence, self responsibilities, motivate them to achieve the target**

**To achieve monthly target with adding the value in the branch commitment**

**AS FINANCIAL ADVISOR:**

**Planning and execution of sales plans.**

**Client Relationship management**

**To achieve monthly commitment and number of policies**

**ACHIEVEMENTS:**

* ***Joined as advisor on commission basis & got promoted as UNIT SALES MANGER in 2010.***

* ***RECOGNIZED WINNER OF THE RISING STAR IN WEST ZONE***
* ***ACHIEVED CERTIFICATE OF COMMENDABLE PERFORMANCE IN THE AREA of NLA***
* ***BECOME A NUMBER ONE UNIT MANAGER ACROSS ZONE .***
* ***TOP PERFORMER FOR THE SPECIFIC MONTH OF JUNE KA JUNOON***
* ***ONE OF MY ADVISOR QUALIFIED FOR FLYING START.***
* ***Qualified for Goa trip in 2009***

**EXTRA CURRICULAR AND SOCIAL ACTIVITIES**

o Participated in Blood Donation Camp organized by MGM IMSR, Navi Mumbai.

o Worked as a member of organizing committee of “Brain Drain” and “Treasure Hunt” event in Rara Avis - 2009 organized by MGM Institute of Management Studies and Research, Navi Mumbai.

**PERSONAL PROFILE**

**Name**: KUMAR VIKRAM

**Father’s Name**: NANDLAL PRASAD GUPTA

**Age:** 01/01/1984

**Sex** : Male

**Marital Status:** MARRIED

**Nationality**: Indian

**Language Known**: English & Hindi

**Hobbies**: Playing Outdoor Games & Travelling.

Date:-

Place: -

KUMAR VIKRAM