ABHISHEK BHUGRA

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**Career Objective**

Willingness to accept challenges with an ultimate objective to pursue a challenging career in the area of Business Management as a member and work toward significant contribution for growth and development of the organization.

**Academic Credentials**

* MBA (Marketing & International Business) from Rohtak University in 2005. [Ist Div.]
* BCA from IMR, Ghaziabad in 2002. [Ist Div.]
* HSC from CBSE in 1998 [2nd Div.]
* SSE from HP Board in 1996 [Ist Div.]

**Organizational Experience**

**Since October’08 Bajaj Allianz G.I.C. Ltd., New Delhi**

#### As Area Sales Manager (Oct,08 to May,09)

***Role:***

* Steering initiatives for heading the Business Banking (HDFC Bank) channel for Delhi & NCR**.**
* Providing end-to-end General Insurance solutions to banks Retail & HNI and Corporate customers.
* Supervising channel activation through Training, Relationship building, Drives & Contests**.**
* Representing the company for all interaction with Regional, Zonal & Cluster Heads along with Product Managers of HDFC Bank.
* Overseeing the maintenance through MIS & operational efficiency through timely issuance of policy & claim settlement.

**As Renewal Head (May, 09 till Jan.13)**

***Role:***

* Responsible for Retention Business for West delhi branch in terms on NOP Conversion & Premium generation***.***
* Executing recruitment, grooming and training of a team of around 5 On rolls & 14 Executives.
* Executes New Plans/Drive Contest on time for growth in Retention Business***.***
* Overseeing the maintenance through MIS & operational efficiency through timely issuance of policy & claim settlement.
* Taking Care of All Direct & Active data(includes De Active IMD’s also) in terms of all Line of Business(Health,Motor,Property) & Responsible for growth in terms of NOP & Premium Conversion.
* Meeting with channel heads like Motor dealer,Agency, Banca, Brokers & Direct & push/Coordinate with them to ensure max. Retention conversion.
* Acting as a Problem Solver for All Channel partners for betterment in Business.
* Giving Presentations to All Channel heads & also Channel partners about New product for Cross sell business.
* Providing end to end Solutions to All Channel Partners & handling their Issues for Resolution.
* Always believe to work with Zero Escalation.

***Key Highlights:***

* **Promoted As Assistant Manager in FY 2011-12**.
* Recognized as the No.1 in Qtr.3,11 month in terms of premium–collected PAN India.
* 120% Targets achievement for financial year 2008-09.
* All time high figures achieved in the month of March 09 PAN India.
* Maintain Constant growth in terms of Renewal Conversion.
* Won Achievers Award in 2009-10 for Constant growth in Retention Business of Direct.

**Sept.07 to Sept.08 ICICI Pru. LIC Ltd., New Delhi**

### As Unit Manager

***Role:***

* Essaying a major role as a part of TIED channel & executing recruiting & training a team of 18 Advisors.
* Recruiting, Handling & motivating the team of Insurance Advisors for Business Generation.
* Supervising FOS activisation through training, relationship building and contests.

***Key Highlights:***

* Rewarded best UM in Cluster in many contest.

**Aug’05 to Aug’07 Standard Chartered Finance Ltd.**

### As a Sales Officer

***Role:***

* Direct selling of Home Loans & LAP.
* Establishing effective relationship & creating channel excitement through product promotion, contests & other activities for channel partners.
* Executes new channels for Business generation.

**Skill Sets**

**Language :** C, C++, VB 6.0

**Database :** Oracle 8i.

**Company Project Study**

* Comparative analysis of Home Loans in different Banks in Delhi at Security Investments Ltd. [June 04 to July 04]
* Awareness about Whisky Antiquity in Defense Services [Jan 05 to Feb 05].

**Personal Details:**

Date of Birth : 22nd Nov’1980

Language Proficiency : English, Hindi

Marital Status : Married

Contact Address : M-193, Vikas Puri, New Delhi-18

**(ABHISHEK BHUGRA)**