**VISHAL RAWAL**

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Seeking assignments in Business Development / Financial Services / Client Relationship Management with a growth oriented organisation in the Insurance / Financial Sector.

**PROFESSIONAL SYNOPSIS**

* A dynamic professional with over **5 years and 1 Months** of multi-faceted experience in Business Development, Client Relationship in Banking / Financial Sector and Decorative Laminates Industry.
* *Managing 45 Branches of RRB with team of 5 Sales Manger.*
* Generation of Sales and revenue for company through Existing Customer, reference and Company‘s Leads.
* A dept at controlling Sales operations involving Business Development and Client Servicing.
* Track record of consistently achieving the targets as individual, identifying high-yielding services and products during the career span.
* Demonstrated abilities in cementing healthy relationship with the clients for generating business to accomplishing the target of Area.
* Possess excellent interpersonal, communication and analytical skills with demonstrated abilities in customer relationship management.

**CORE COMPETENCIES in INDIA FIRST Life Insurance Laminates Co. Ltd.**

**Since Aug.’11 To Dec.’12 with INDIA FIRST Life Insurance Co.Ltd.**

***Key Tasks Handled In INDIA FIRST LIFE***

* Promoting new activity to maintain the flow of new business.
* Handling Team of 5 Sales Manager to achieve given target from assign territory.
* Promotion of company in given cluster arrangement of exhibition customer meets and cluster meet.
* Motivate branch manager to meet company goal and generate new reference on daily basis to maintain flow of business**.**
* Maintain relationship with the bank and company with proper coordination and discussion with Chairman and General Manger of Bank on weekly basis.
* Maintain Sales MIS of region and fund transition in between Bank and Company.
* Closely monitoring Customer Service and Policy related Issues.

**NOTEWORTHY MILESTONES in INDIAFIRST LIFE**

* As of now my territory has done 131% of target.
* Organized Bank Official meeting for launching contest by National Head.
* Got the Excellence Performance Certificate from National and Group Head in the month of Oct.2011.
* In a very first quarter my territory achieved quarterly target in only 65 days.

**CORE COMPETENCIES in HDFC Standard Life Insurance Laminates Co. Ltd.**

**Since Aug10. to Aug.’11 with HDFC Standard Life Insurance Co.Ltd.**

***Key Tasks Handled In HDFC STANDARD LIFE***

* Managing the daily sales activities and generating life insurance business.
* Managing the MIS of Goal Sheet with conversion ratio.
* Managing the Lead flow and maintain quality of leads in Lead Tracker.
* Promoting new activity to maintain the flow of new business.

***Business Development***

* Initiating contact with potential customers through **Consultant Corner** for developing and generating new references for Life Insurance Business as a representative of **HDFC LIFE**.
* Handling business development activities and tapping the non-functional area to generate business.
* Conducting product presentations & promotional activities for market development & brand visibility.
* Collecting the payments towards fresh and renewal business and coordinating with the functional department for resolving various queries.

***Client Relationship Management***

* Providing value added financial services to the clients for various products by attending their queries & issues and resolving their complaints based on performance bottlenecks.
* Managing customer centric financial operations, preparing tax plans for the customers and ensuring customer satisfaction by achieving delivery & service quality norms.
* Maintaining relations with net worth clients and ensuring high level of customer satisfaction matrix.

**CORE COMPETENCIES in AIROLAM Decorative Laminates Co. Ltd.**

**Since Feb.’09’ to July.’10’ with Airolam Decorative Laminates Co. Ltd.**

***Key Tasks Handled In AIROLAM Decorative Laminates***

* Handling **Distribution & Dealers** Network and maintaining relationship with them.
* Handling products **promotions activities** to satisfy need of **Architects and Interiors**.
* Search new **opportunities and prospective** dealers to generate revenue for company.
* Handling **High Worth Projects** Like Hotel, School, etc. Maintaining availability of quality products.
* Managing **Marketing Activity** and **After Sales Service** management in given Territory.
* Need analysis of **corporate clients and prepare presentation** with product comparisons

to generate continuous sales.

**CORE COMPETENCIES in ICICI PRUDENTIAL**

**Since Jun.’07’ to Jan.’09’ with ICICI Prudential Life Insurance Co. Limited**

***Growth Path***

*June.’07 – Feb’08 - As Financial Service Consultant (Direct Marketing)*

*Feb’08- Jan.’09 - As Associate Financial Service Manager. (Direct Marketing)*

***Key Tasks Handled In icici prudential***

* Managing the daily sales activities and generating life insurance business.
* Managing the MIS of Goal Sheet with conversion ratio.
* Managing the Lead flow and maintain quality of leads in ATLAS.
* Promoting new activity to maintain the flow of new business.

**NOTEWORTHY MILESTONES in ICICI PRU**

* Successfully achieved the first targets i.e., GSM within 20 days of joining.
* Conform as Financial service Consultant in 5 months..
* Certificate for good team handling performance in manager choice contest.
* Secured numerous Awards & Laurels due to exceptional performance record.
* Honed skills and exposure in handling both rural and urban clients.
* Certificate for qualifying in national sales head forum.
* Certificate for excellent performance in Q2 after joining.
* Come under top five AFSM for the month of Nov.08.
* Certificate for ICICI Health Achievers for the months of Dec.08-Jan09.

**ACADEMIC QUALIFICATIONS**

MASTERS OF BUSINESS ADMINISTRATION (M.B.A.) from Sinhgad Business School, Lonavala) in 2007

Bachelor’s Degree in Commerce (B.com) from DAVV, Indore in 2003.

**Professional References**

* Vishal Agrawal (Relationship Manager - IDBI Federal Life Insurance) 9977226003
* Amrut Pal Singh (Branch Manager - HDFC Life Insurance)

**PERSONAL DETAILS**

Date of Birth: 18 NOV. 1982

Present Address 63, Agrasen Nagar, Air-Port Road, Indore (M.P) 452005