

HIMANSHU RAWAT

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**Job Objective**

Assignments in Branch Management /Product Management / Business Development / Portfolio Management / Customer Relationship Management/ Marketing Management with a high growth oriented organization in the Sales & Marketing sector.

**Professional Snapshot**

* **MBA (Marketing & HR)** and professionalwith 2 years of experience in the areas of Branch Management, Business Development, Marketing & Sales and Client Servicing in the Insurance& Loan Sector.
* Lastly worked with **WAY2WEALTH-ccd SOLUTIONS Ltd. as a SALES MANAGER.**
* Exposure in marketing a wide range of insurance, equity and investment products and achieving business targets.
* Proficient in managing team / Branch sales operations/ Administration/Recruitment etc., organizing promotional campaigns, campus recruitment, campus training, building relationship with channel partners ,clients & achieving desired goals.
* Possess excellent communication, branch management and relationship management, team building skills with dexterity in mentoring and managing sales teams.

**Academia**

2010-12 MBA (Marketing & H.R) from IDEAL INSTITUTE OF TECHNOLOGY.

2008 BBA from INSTITUTE OF MANAGEMENT STUDIES-NOIDA.

2005 12th from CBSE (Science), Delhi.

**Career Highlights**

**WAY 2 WEALTH SOLUTIONS PVT LTD. APR’10 to JULY’10**

**SALES MANAGER–TRADING BUSINESS ONLINE**

* Responsible for Branch Sales Operations/administration, online business trading & generate new business to achieve defined sales target.
* Managing a team of Sr Relationship Managers & the entire team of stock broking.
* Providing direction, motivation & training to the Relationship Managers & field sales team in various trades for ensuring optimum performance & for the development of the organization.
* Managing the new Relationship Managers recruited, mentoring & training of personnel so as to deliver quality services in market with their sales team.
* Responsible for making a good relationship with our Corporate Channel Partners & to achieve sales target given by them.

**NETWORTH WEALTH SOLUTIONS LTD. DEC’09 to APR’10**

**PRODUCT MANAGER–Life Insurance, MUTUAL FUNDS, General Insurance & Advance Brokerage Demat A/C**

* Responsible for Branch Sales Operations/administration & generate new business to achieve defined sales target.
* Managing a team of Relationship Managers & the entire team of field sales.
* Providing direction, motivation & training to the Relationship Managers & field sales team in various trades for ensuring optimum performance & for the development of the organization.
* Managing the new Relationship Managers recruited, mentoring & training of personnel so as to deliver quality services in market with their sales team.
* Responsible for making a good relationship with our Corporate Channel Partners & to achieve sales target given by them.

**SMC INSURANCE BROKERS PVT. LTD., Noida July’08 to Mar 09**

**RELATIONSHIP MANAGER – Insurance & Mutual Funds**

* Generate new business to achieve defined sales targets through leads & self sources.
* Maintain all sales related MIS (Calls, Prospects, etc.)
* Has done Campaigns & Market Surveys to promote Sales.
* Tracks customer complaints/queries and turnaround times to ensure high level of customer satisfaction and provide information for product and services enhancements.
* After Sales, Provided services as much as possible to the customers to build relationship.

**Achievements**

* Top Performer in the entire branch.
* Generated **Highest business** for the month of January, February and March 2008
* Award winner from C.E.O.
* First seller of product of Tata-aig Life Insurance i.e., Tata-Optima after the Grand launch of the product in all over India.

**Trainings**

* Did Summer internship at Hotel Taj Palace, New Delhi in Human Resource department.
* Attended trainings of 100hrs conducted by KOTAK on

- Financial Planning

- Basics of Insurance

- Investment

**Part time Projects/Jobs(During BBA)**

* + **Worked as a Business Associate (part time) for Ebiz.com pvt Ltd for 2 Years 2005 JULY TO AUG 2007.**
* Finding out new Business prospects.
* Giving presentation about e-Education in venue meeting of hundreds of invited prospects.
* Public Speaking for the sake of generating awareness about the Computer Literacy Mission and Entrepreneurship.
* Generating business through Business Associates.
* After generating prospects provide them training about leadership.
* Generating prospects from Business Associates & convert it as much as possible.
* ***Teaching at least two poor students Free online computer education package in a year from self and following Business Associates as mandate condition by the Organization.***
* **Worked as a Sales Executive for 6 months in BITS INFORMATION TECHNOLOGY PVT. LTD 2005 OCT TO MAR 2006.**
* To find potential customers in between the fair’s crowd OF U.K market.
* Achieve the set targets of Sales.
  + **Worked as a Team Member in Leading Coffee Company Café Coffee for 6 months 2007 MARCH TO SEPT 2007.**
* Greeting and taking care of walk-in customers in Café Outlet & to assist them.
* Achieve the defined sales target.
* Preparation of Quick Food and Beverages orders of customers.

# SPECIAL AREA OF INTEREST

Sales& MARKETING.

**IT Skills**

* + - MS Word,Excel,Powerpoint Etc.
    - Internet

**Personal Details**

Contact Address : G-95a, New Vijay Nagar, Sec-9, Ghaziabad.

Date of Birth : 26TH July, 1988

Language Known : English & Hindi

Maritial Status : Single

Hobbies : Dance, Listening Songs, Playing pool, Watching

Discovery Channel & Playing PC games.

Nationality : Indian

**Date:**

**Place:**

Signatures

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