**ANUBHAW PRASAD**

E-Mail:anubhaw.prasad@gmail.com Mobile No.: +91 9873242277

**To excel as a leader, in a challenging environment and to continue to acquire managerial and administrative skills by Seeking challenging assignments in Sales & Marketing with a high growth-oriented organisation.**

**SYNOPSIS**

* A competent professional with about Eight years experience in **Management**, **Sales & Marketing, and Client Relationship** **Management.**
* Working with **Bajaj Allianz Life Insurance Co. Ltd**. as Sales Manager performing various functions such as handling team of 10 relationship mangers for the Sales and Promotion of the organisation’s life insurance products and schemes & performing a series of relationship management actions.
* Successfully completed summer training with **GCMMF, Delhi (NCR)** dealing with Post Launch Distribution and Promotional Activities of **Amul Milk**.
* Excellent organisational, communication & marketing skills.

**WORK EXPERIENCE**

**Since Feb’05 with Bajaj Allianz Life Insurance Co. Ltd., Sales Manager**

**(Standard Chartered Bancassurance)**

***Key Responsibilities***

* Handling teams of Delhi and NCR and sourcing business through them.
* Handing a team of 10 R.M and S.R.M for the Sales and Promotion of the organisation’s life insurance products and schemes.
* *Responsible for team recruitment, training, issuance of team business and persistency of entire North Retail Sales and SME LAP channel, and MRTA Shared Distrubution.*
* Interacting with clients & delivering unparalleled value & outstanding service.
* Presenting clients with a growing array of financial services & products.
* Reviewing prospect/ client portfolios relative to their stated investment objective.

***Achievements***

* Qualified **Olympics,** a Pan India contest for Bajaj Allianz –Standard Chartered Bank assurance, and secured Pan India’s 3rd top performer position in terms of premium collection and number of policies issued for the period October’05 – March’06.
* Qualified **Chappar Phad Ke,** a Pan India contest for Bajaj Allianz –Standard Chartered Bank assurance, and secured Pan India’s 2nd top performer position in terms of premium collection and number of policies issued for the period August’06 – October’06.
* Qualified **Olympics,** a Pan India contest for Bajaj Allianz –Standard Chartered Bank assurance, and secured Pan India’s 4th top performer position in terms of premium collection and number of policies issued for the period October’06 – March’07.
* Qualified **Olympics,** a Pan India contest for Bajaj Allianz –Standard Chartered Bank assurance, and secured Pan India’s 1st top performer position in terms of premium collection and number of policies issued for the period October’07 – March’08.
* Qualified **Oscar,** a Pan India contest for Bajaj Allianz –Standard Chartered Bank assurance, and secured Pan India’s 1st top performer Sales Manager in terms of premium collection and number of policies issued for the period October’10 – March’11.

**PROFESSIONAL QUALIFICATION**

* **PGDBA (2003 – 2005)** from **Maharishi Institute of Management, NOIDA**.

(Affiliated by AICTE)

**Specialization areas -** Marketing (Major).

International Business (Minor).

* **Bachelor in Business Administration** from **I.M.S, NOIDA**.

**ACADEMIC CREDENTIALS**

* Passed 12th (Science) from **H.K.V Guwahati**.
* Passed 10th from **K.V New Bongaigaon**.

***Possess working knowledge of MS Office and Internet.***

**INTERNSHIP**

**Project executed** - “Post Launch Distribution and Promotional Activities of Amul Milk.”

**Organization** – GCMMF.

**Duration** - 2 months.

**Place** – Delhi and NOIDA.

##### Project summary - The study was conducted at Delhi and NOIDA. The study was done to find out the distribution and promotional activities of Amul milk and whether the customers were satisfied with the milk of AMUL and the dealer’s relationship with the retailer and customer.

**PERSONAL DETAILS**

**Date of Birth** :1st March 1980.

**Languages known** : Hindi, English, Bengali, Assamese.

**Sex**  : Male.

**Marital status** : Married.

**Permanent Address** : Asha Kunj, C/O Mr. Mohan Prasad, New Karmik Nagar, Near Shwet

Sri Clinic, Post Office: - ISM Dhanbad, Dhanbad, Jharkhand. Pin - 826004.

**Present Address** : Flat No. - 744, Baghban Apartment, Sec – 28, Rohini, Delhi.

Pin – 110085.

**Place:**

**Date: (Anubhaw Prasad)**