

RESUME

VIRAL SHAH

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Objective

Quest to work in a highly environment that enables me to have rich functionality with applied technology and a challenging position in industry, where knowledge and experience can be shared for my career growth as well as for company's growth .My objective is to grow the organization and help it achieve its aim through teamwork and constantly improve on the excellent results so far achieved with rigorous hard work with while learning new skills.

Education Qualification

Degree	Institute	Year of passing	Attempts	Percentage
S.S.C.	Gujrat uni. (Guj. Medium)	March 2005	First	68
H.S.C.	Gujarat uni. (Guj. Medium)	March 2008	First	62
T.Y.B.A	North Gujarat	March 2011	Second	58

❖ Professional Training

- Max New York life insurance training for 15 days.
- Himalaya Optical training for 1 month for product of optical line and behave with customer.

Work Experience

- 1) Currently working in HDFC Life Insurance Company Himmatnagar as a Corporate



Agency Manager (**Bancaassurance Channel**) From July 2014 to till date.

Job Profile:

- ✓ Motivate channel partner staff for life insurance product sale.
- ✓ To attend the lead generated by staff for life insurance sale.
- ✓ Drive contest run by channel partner.
- ✓ Self-sourcing of businesses per given target.

2) I had worked in **Himalaya Mega optical** as **sales Executive** since June 2010 to Dec 2012.

3) I had worked in **Max New York Life insurance** as **Sales Consultant** since July 2007 to May 2010.

Working Profile

- Coordination with Heads of Departments for timely and accurate reporting of performance.
- Checking of inventory position, Audit of Stock on time,
- Increase Market Penetration and encourage clients to switch to our products.
- Adopting a Client friendly approach so that provide by our competitors.
- Runs Sales promotions and event successfully.

- Always ready to participate Corporate Eye camp with big industries for Himalaya optical which is planned by senior- 05 corporate Eye Camp with the Big Industries Like – Zydus, Airtel, Rexroth Bosch, Ingersoll Rand, and Arvind Mills (Ahmadabad).
- Handling Store with confident.
- Customer delighting and fastest customer service
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Computer Knowledge

MS – Office (word, excel, power point)

Language Known

English, Hindi, Gujarati (Speak, Read, Write)

Strengths

Fast learner, clear logical thinker, paying attention to detail motivated by interest accustomed to lead and move with team, enjoy the responsibilities and pressure associated with hard working & smart enthusiastic committed challenging in result oriented.

Hobbies

Travelling and listening Music.

Declaration

I declare that the information here provided by me true to the best of my Knowledge.

Place:

Date:

(Viral Shah)