

# TUSHAR N.GANDHAKWALA

Unmarried male

DOB – February 13, 1986

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Team building, managing & leading, Field Marketing, Client acquisition

## CAREER OBJECTIVE

To excel in the field of sales, following accomplishment of higher positions in the field of financial services through pure work quality, knowledge building and goal setting.

## BACKGROUND SUMMARY

- Strong technical background developed through course work leading to a Bachelor's Degree in Commerce.
- Extensive cold calling experience
- Powerful but gentle closing abilities
- Passion for gaining personal relationships with clients
- Proficient on Computer & Internet Operations.
- Work well independently, as part of a team and as team leader, also.

## WORK EXPERIENCE

<u>Dates employed</u>	<u>Job title</u>	<u>Company/Firm</u>
Since 04/2010	<b>Relationship Associate</b> <i>Profile</i> <i>Handling Axis bank Ahmedabad Main branch.</i> <b>Achievements</b> <ul style="list-style-type: none"> <li>• 3 Centurion Awards.</li> <li>• <b>Pan India #1</b>, in March, April 2011, 12</li> <li>• Acquired Big Tickets Cases. ( <b>highest 15 lac</b>)</li> <li>• In a Month highest policies Awards( <b>highest 109</b>)</li> <li>• Quarter target archivers Awards.</li> <li>• National Head Certificates-4</li> <li>• Zonal Head Certificates-5</li> <li>• Circle Head Certificates, 13 till now</li> </ul>	Max NewYork Life Insurance <b>Axisbank relationship</b> Ahmedabad
03/2009 -04/2010	<b>Sales Officer</b> <i>Profile(Banca Insurance)</i> <i>Handled eight branches of Kalol Nagrik Co. Op. Bank and Mehsana Dist. Bank.</i>	<b>ING Vysya Life Insurance</b> <b>Ahmedabad</b>
09/2007 -02/2009	<b>Relationship Exe.</b> <i>Profile(Secure Lending Group)</i> <ol style="list-style-type: none"> <li>1. Working with Secured - <b>CC, OD, LC, BG</b> products.</li> <li>2. Planning &amp; projection for achieve target for the month.</li> </ol>	<b>ICICI BANK LTD.</b> <b>Ahmedabad</b>
<b>Previously</b>	<b>Supervisor for one year</b> at Sterling Hospital, Ahmedabad <b>Insurance Advisor for one year</b> at Birla Sun Life Insurance, Ahmedabad <b>General Insurance</b> – Worked with Ivory Brokers and thus gathered good knowledge in GI sector.	

**EDUCATIONAL QUALIFICATIONS**

Year Attended	Degree/ Certification	School/College	Percentages/Grade
2007	BCom	Sahjanad College, Gujarat University	Pass class
2003	HSC	Diwan Ballubhai HS School, GSHSEB	Second class
2002	SSC	Diwan Ballubhai HS School, GSHSEB	First class

**References**

1. Mr.Nisant Dobhal M :9879956205 (Area Manger-Banca Insurance) Birla Sun Life Co.ltd , Ahmedabad.
2. Mr. Hemal Kothari (C.M.), M. 932745683, ING Vysya Life Insurance, Ahmedabad.