

RAGHAVENDRA CHANDERIYA

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**Sales, Planning,
Team management**

Career Abstract

A Competent MBA professional with 5 years of experience in financial institution as Banks & Insurance sector worked with **HDFC BANK Ltd ,HDFC STANDARAD LIFE INSURANCE COMPANY , Currently working with ICICI Prudential Life INSURANCE COMPANY as an A.F.S.M.** Demonstrating skills in team supervision and relationship management as well as exceptional comm. abilities to cut across the organization level & accomplish target for ensuring effectiveness in any venture and add value to the same.

Organizational Experience

June 2012 Till Date	ICICI PRUDENTIALLIFE INSURANCE CO.	A.F.S.M.
<ul style="list-style-type: none">- New Business Acquisition. (Banca)<input type="checkbox"/> Maintaining and strengthening existing customer relationships.<input type="checkbox"/> Training and joint calls with sales team<input type="checkbox"/> Indulge in team playing with operation officer to generate leads and convert into business.<input type="checkbox"/> Periodical customers meet to make them aware market watch to buildup profitable relationship.		
JULY 2011 - APR 2012	HDFC STANDARAD LIFE INSURANCE, Agra	Branch Sales Manager
MAR 2010 - FEB 2011	HDFC BANK LTD, Meerut	Sr.Sales Executive
<ul style="list-style-type: none"><input type="checkbox"/> Find out the potential customer for current accounts from open market.<input type="checkbox"/> Managing the given territory with periodical review with customer.<input type="checkbox"/> Work as a team member or individual.<input type="checkbox"/> Reporting to Direct Sales manager.<input type="checkbox"/> Maintaining the Daily Sales report for better customer handling.<input type="checkbox"/> Driving sales initiatives to achieve business goal as well as third party products.		

SMC Global Insurance Brokers Pvt Ltd., Pune Customer Financial Planner

Project title: "Competitive advantage of various insurance products".

Project profile:

- ☐ To make calls to the prospect and finding out their interest.
- ☐ To motivate the prospect to purchase the product.
- ☐ To plan the work area within the team
- ☐ Competitive analysis of competitors for strong team building.
- ☐ Team co-ordination.

Professional Qualification

2008-10 **MBA**
2 Years degree program in marketing from "Global Business School & Research Centre",
Affiliated to Dr. D.Y. Patil University, Pune.

2004-06 **M.A.**
Course of English literature to get the power of words from "D.V.College", Orai
Affiliated Bundelkhand University, Jhansi

Educational Qualification

2004 **B.A.**
Bundelkhand University Jhansi

2001 **12th**
U.P Board, Allahabad

1999 **10th**
U.P Board, Allahabad

Computer Proficiency

Diploma in Soft Ware technology

- Microsoft office
- C++ Language
- Net Surfing
- Basic of hard ware

Competencies

- Positive attitude
- Good in team work
- Flexible nature
- Self Motivator

Extra Activity

- Participation in various industrial seminars.
- Hosting the NAAC team in Campus.
- Participation in socio-cultural programs
- 7 Days training on KYC & Compliances

Skills

Leadership, Zeal to learn, Quick Decisive

Personal Information:

Personal Data:

A true hearted dynamic personality born on "**31st October 1984**" in nuclear family of jewellers.
Boundaries are no war (relocate).

Hobbies:

I love to travel & listen to music.

Permanent Address:

C/O **Ram Ratan Chanderiya**
Ho.No.529 Jai Prakash Nagar
Near Old State Bank Konch
Disst- Jalaun, U.P.
Pin Code - 285 205

Declaration

I confirm that the information provided by me is true to the best of my knowledge and belief.

Place :

Date:

Signature _____