

## **RAVI SHANKAR**

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Seeking responsible managerial assignment with organization to reput

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### **Objective:-**

Motive to build a career of marketing & sales in leading corporate with committed & dedicated people, which will help me to explore myself fully and realize my potential. Willing to work as a key player in challenging & creative environment & to leverage my interpersonal skills and competencies to gain professional expertise and to excel in life & be an asset to the organization where I work while adding value to the organization and myself.

### **Organisational experience**

#### **Work Experience:-**

**AVIVA LIFE INSURANCE - (Relationship officer) (3<sup>rd</sup> Sept 2013-till date)**

#### **Job Responsibilities**

Activating branch staffs by generating leads and arranging joint calls.  
Training and supporting bankers to generate business.  
High level of persistency and servicing to customers to upsell product.  
Customer engagement –events/activity to generate prospects.  
Motivating staffs for contest, business prospects and earning potentials.  
Preparing MIS & Reporting of the leads generated on daily basis.

#### **Key Result Areas**

Handling the Branch walking customer for selling Insurance.  
Handled Branch customer queries & issue regarding the Insurance.  
Profiling Customers and provide financial products to meet customer needs  
Renewal Calling and revive policy  
Retention business  
Profiling with RM's.  
Daily Meeting with Branch Managers  
Joint call with RM's and CSM

**2..HDFC LIFE LTD Senior Investment Officer (Banassurance) ( Oct 2010- May2013)**

#### **: Key Result Areas**

Handling the Branch walking customer for selling Insurance.  
Handled Branch customer queries & issue regarding the Insurance.  
Profiling Customers and provide financial products to meet customer needs

Profiling with RM's and Personal Bankers  
Daily Meeting with Branch Managers  
Joint call with RM's and Personal Bankers  
Customer dealing, giving them best services.

### **Educational Qualification:**

Graduate in Arts (B.A) from Jai Prakash University, Patna

### **Additional Qualification**

IRDA certified

### **Achievements:**

1. Achieve 100% ytd targets
2. Won contest of Self source contest in HDFC LiFe.
3. Done more than 1 cr. Business in financial year

### **PERSONAL DETAILS**

|                  |                                     |
|------------------|-------------------------------------|
| Father's Name    | : Sh. S.S. Saxena                   |
| Date Of Birth    | : 22 <sup>th</sup> November 1987    |
| Address          | : D-1/290, Sultanpuri, New Delhi 85 |
| Languages knowns | : English & Hindi                   |
| Marital Status   | : Single                            |

Date:

Place : New Delhi

  
(Ravi Shankar)