

ASHEESH SRIVASTAVA

PROFILE

With an exhaustive 8 year experience in Insurance sector with Brands like ICICI Lombard, Max Life & Birla Sun Life, I am a core sales management professional looking for profile matching my abilities. I wish to work with a leading company to use my analytical thinking to the best of my abilities combined with perseverance, so as to contribute the organization's growth and goal as well as to attain my professional success.

Areas of expertise include :

Constructive strategy building towards goal achievement.

CTC = 3 Lakhs + Incentives.

WORK EXPERIENCE

1. Oct, 2011 till date:

Working as an Associate Sales Manager with Max Life Insurance Co. Ltd. (MLIC)

(MLIC Bancassurance - with AXIS Bank Ltd, handling DLF Galleria Branch, Gurgaon)

Job profile includes responsibilities like :

- Working in tandem with bank employees to generate business for life insurance and providing complete financial solutions to VHNI Clients of the branch .

Achievements

- Won "Laptop" within 3 month of joining MLIC in "Nov - Dec LI warriors Contest 2011".
- Awarded as "Mega Star of the Year" for achieving more than 110% of Annual Adj. MFYP Plan in Annual Awards 2012.
- "Business Super Star" for achieving 153% of Adj. MFYP Plan during QTR-1, 2012.
- "Business Super Star" for achieving 281% of Adj. MFYP Plan during QTR-2, 2012.
- Awarded as "Winner" in "Clash of Titan" contest.
- Awarded as "MAXIS CHAMP" for selling a new ULIP plan specially designed for AXIS Bank channel.

2. April 2010 - Sept,2011

Worked as Free Lancer for Insurances.

3. Jan 2008 - March 2010

Worked as Agency Manager with Birla Sun Life Insurance Co. Ltd.(BSLI)

(BSLI Co. Ltd, JMD Regent Square Branch, DLF Ph-2, Gurgaon)

Job profile includes responsibilities such as:

- Recruitment of new Advisors and generate Life Insurance business through them.
- Training & Development of them about Company, Products, Services & Sales Process.

Achievements

- Awarded as an Achiever in "RACE Challenge for Excellence" for activation.
- Awarded as "Recruitment Champ".
- Also known as "Trainer" in BSLI for IRDA Licensing of 90% advisors in 1st attempt.

4. Sept 2006 - Jan 2008:

Worked as Relationship Manager with SPA Insurance Broking Services Ltd.
(Janak Puri, New Delhi)

Job profile includes responsibilities such as:

- Generating General Insurance business & tie up with new Corporate.
- Handling existing Corporate Relations.
- Cross-sell of various products and ensure contribution to Business Revenue.

5. April 2005 - Aug 2006:

Worked with ICICI Lombard General Insurance Co. as Sales Officer later promoted to Team Manager (Lajpat Nagar, New Delhi & Sec 18, Noida)

Job profile includes responsibilities such as:

- Generating General Insurance business by Cold Calling.
- Building a team of Sales Officers by recruiting, training and motivating and driving insurance sales through them.

Achievements

- **Promoted** within 6 months of joining.

PROFESSIONAL QUALIFICATION

- Passed IRDA Brokers License Exams (100 Hour training) from RNIS, N. Delhi with 75 % marks, in July 2007.
- Completed B.Sc. (Hospitality & Hotel Administration) from Institute of Hotel Management, Lucknow with 59% marks.

ACADEMIC QUALIFICATION

- Completed Senior Secondary School Examination (10+2) from Dr. K.P. Jaiswal Inter College (U.P. Board), Allahabad with 56% Marks.
- Completed Secondary School Examination (10th) from Dr. K.P. Jaiswal Inter College (U.P. Board), Allahabad with 65% Marks.

STRENGTH

Positive Attitude, Quick Learner, Team Player, Good Communication skill,
Self-motivated, Leadership.

INTERESTS AND ACTIVITIES

Traveling, Biking, playing chess, listening music and dance, River Rafting & Leading member of Gladiator Club.

PERSONAL INFORMATION

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| • | Father's name | Sh. R.K. Srivastava |
| • | Date of birth (self) | 11th Sept 1982. |
| • | Sex | Male. |
| • | Marital status | Married. |
| • | Languages Known | English, Hindi. |
| • | Permanent Address | H No. 633, Mutthiganj, Allahabad, UP. |