

APARNA SANKAR MISHRA

Flat No-102, Vineyard West Edge Apartment, Defence Colony, Neredmet,
Behind Neredmet Police Station, Sainikpuri, Secundrabad- 500094, Telengana

Mobile: +91-9866798267, 9030298267 E-Mail: aparnamishra83@gmail.com

Seeking a career position in Sales and Marketing in an organisation where I can create an impact as per my knowledge and skills subjected to diverse exposures that will lead to organisational uplift.

AN OVERVIEW

More than 4 years of comprehensive knowledge and experience in the areas of:

- | | | |
|------------------------|----------------------------------|-------------------------|
| - Business Development | - Client Relationship Management | - Lead Generation |
| - Financial Advice | - Strategic Market Planning | - Financial Planning |
| - Market Development | - Development of New Client | - Customer Satisfaction |

PROFESSIONAL PROFILE

Since Jan' 14 RELIANCE LIFE INSURANCE CO. LTD.

Reliance Life Insurance is a Reliance Capital Company and is part of Reliance Group. Its a Joint venture between Reliance Capital (74) and Nippon Life Insurance (26%).

Working as a Business Relationship Manager in this company for Preferred Channel.

The Role

- Dealing with Life Insurance & Health Insurance products.
- Dealing with **Policy Bazar, Bima Deal, Insurer India, My insurance, Easy Investment** leads.
- Doing the financial need analysis for the customer to analyse the customer profile
- Dealing with the Walk-in customers to the branch for service & cross selling.
- Looking after the day to day affairs of the organization and improving Business.
- Checking the log in V/s Issuance to improve the productivity.
- Visiting to different corporate and making events to generate the leads.
- Working confidently to close the leads.
- Making Comparison with different competitor products to the products.
- Meeting the existing customer, giving the service and try to cross sell.
- Keeping relationship with the existing customers, suggest them to change their fund according to the market value.

ACHIEVEMENTS in Reliance Life Insurance

Promoted as a **Business Relationship Manager from Executive Relationship Manager** in first 6 months of Joining.

- Got Selected as No1 Relationship Manager in AP & No3 In Pan India for the month of July
- Was placed in between No 3 position continuously from March to Aug.
- 4 times qualified for Hi-Flyer Meet.
- Successfully qualified masters Program in RLIC Products in single attempt.

Jan 12 to Dec 13

FUTURE GENERALI INSURANCE CO. LTD.

Worked as Financial Planning Associate for this company in Mall Assurance Channel.

The Role

- Arrange the activity for the business partner to get the leads.
- Working together with the business partner to deliver the business.
- Keeping and dealing with the business Partners to generate leads for develop business operations.
- Visiting to different corporate and making events to generate the leads.
- Working confidently to close the leads.
- Making Comparison with different competitor products to the products.
- Meeting the existing customer, giving the service and try to cross sell.
- Keeping relationship with the existing customers, suggest them to change their fund according to the market value.

ACHIEVEMENTS in Future Generali Life Insurance

- No11 in Pan India for the month of Jan 2013
- No1 in AP in terms of NOP sourcing in March 2012
- Certified for Renewal Collector in the month of Mar2013.
- 4 TIMES Branch topper

Aug 10-Aug 11

BHARTI -AXA LIFE INSURANCE CO. LTD.

Bharti-Axa Life Insurance Company is a joint venture between Bharti Group - one of India's foremost Telecom services companies-and Axa - leading international financial services. Bharti holding a stake of 74% and Axa holding 26%.

Worked as a Relationship Executive for this company.

The Role

- Recruiting the Business Partners (Retailers) for getting leads.

- Keeping and dealing with the business Partners to generate leads for develop business operations.
- Visiting to different corporate and making events to generate the leads.
- Making Comparison with different competitor products to the products.
- Describing the funds available of the company to the customers and how they are getting benefit.
- Keeping relationship with the existing customers, suggest them to change their fund according to the market value.

ACHIEVEMENTS in Bharti- Axa Life Insurance

- Qualified 4 Times in Hi-Flier contest.
- 2 Times Branch topper

PERSONAL SKILLS

- Quick learner and possessing a strong understanding capability.
- Always do experiments for alternate & easy solutions to different problems.
- Possess presentational and interpersonal skills and willingness to learn.
- My truthfulness & sincerity towards work.
- Ability to deal with people diplomatically and willingness to learn

PROFESSIONAL QUALIFICATIONS

- Pursuing MIFA
- Qualified AMFI (NISM- Series- V-A Mutual Fund Distributer)
- Completed B.com from Utkal University, Orissa (2001-04)
- Intermediate (Commerce)from C.H.S.E (1999-2001)
- Matriculation from H.S.C (1999)

TECHNICAL SKILLS

Operating System	: Windows 2000/2003 & XP
RDBMS	: MS SQL Server
Other Tools	: Ms-Office

PERSONAL DETAILS

Date of Birth	: 23rd Aug 1983
Father's Name	: Lingaraja Mishra
Permanent Address	: At/Po- Mandhatapur, Dist-Nayagarh, Orissa-752079
Languages Known	: English, Hindi & Oriya.
Marital Status	: Single

With Regards
Aparna Sankar Mishra