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## ANUMESH SINHA

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E-mail: anumesh.sinha@gmail.com

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CAREER GOAL: Seeking assignments in Sales & Marketing/ People Management / BFSI Activities / Business Development with a growth oriented organization of repute.

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### SYNOPSIS

- ✓ A dynamic individual with 8+ years of Experience in BFSI Domain. Works extensively with AMC / Insurance / Banking Products. Presently working with Baroda Pioneer Asset Management Co Ltd and responsible for entire Madhya Pradesh Region.
- ✓ M.F.C (Master of finance & control) from Bundelkhand University Jhansi. & NISM Certified (AMFI - Mutual Fund Module).
- ✓ A proactive leader and planner with expertise in market planning/execution & account management with market analysis.
- ✓ A proven track record of growing revenues, establishing franchises/ IFA's based networks, streamlining workflow and creating a team work environment to enhance productivity.
- ✓ Conducting NISM Certification & Different training programme for Bank employee/personnel to impart product & selling skills and how to grow within the organisations by the compilations of different goal sheets.
- ✓ Excellent communicator with recognized abilities in networking with clients for delivering the best services.

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### Core Competencies-

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- ✓ Formulating corporate goals, short & long term budgets, developing plans for accomplishment of targets and goal of organisation.
- ✓ People –oriented sales & marketing professional with the ability to engage with clients and keenly gauge and targets their need
- ✓ Providing leadership training to the New joiners' for the Region on Product, financial market & KYC/AML.
- ✓ Ensuring need based product approach towards clients
- ✓ Training & building team to manage various facets of business development.
- ✓ Providing direction, motivation & training to the field sales team for ensuring optimum performance.
- ✓ Recruiting, mentoring & training personnel to deliver quality services in market.
- ✓ Maintaining long Term relationships with HNI and Corporate Client.

## PROFESSIONAL EXPERIENCE

Jan 2010 –Till Date

Baroda Pioneer Asset Management Co Ltd As Relationship Manager.

- Responsible for Sales & Distribution of Mutual Funds through Retail Channel (PSU Bank/ IFAs/ National Distributors) in entire Madhya Pradesh Region.
- Develop & Maintain good relations with bank staff at all level to procure business from banks
- Coordinating with entire Bank Branches in M.P. to Communication and Support Sales activities
- Responsible for Clients Service
- Maintaining long Term relationships with HNI and Corporate Client.
- Recruiting & Developing the sales team in entire region to derive the business.
- Arranging and imparting regular training sessions for PSU Bank's personal & Conduct Promotional meets with investors.
- Managing sales and operations of entire Madhya Pradesh State with the support of 14 team Members.

Sep 08 – Dec 2009

Max New York life Insurance Co. as a Asst Sales Manager

- Recruited a team of 30 advisors in three months to work with me.
- Procured a business of over 40 lacs and 250 counts of policies from Sep 08 to Dec 2009
- Has been the branch topper all time.

Jul'06 – Aug 08

ICICI Prudential Life Insurance as Unit Manager

- AS UNIT MANAGER recruited a team of 60 advisors in three months to work with me.
- Procured a business of over 80 lacs and 370 counts of policies from July 2006 to aug 2008
- Has been the branch topper all time.
- Has given 15 Grand Perk Members.
- Five of the advisors have been promoted to UM on the basis of their performances.
- For business enhancement conducted business meet at different levels.
- Conducted business presentations in Cantonment areas of Jhansi and Babina, BHEL, Parichha Thermal Power Plant etc.

## PROFESSIONAL QUALIFICATIONS

- ⇒ Masters of Finance &Control (MFC) from Bundelkhand University.
- ⇒ M.com from Bundelkhand University, Jhansi
- ⇒ B.com From Bundelkhand University, Jhansi
- ⇒ NISM (AMFI - Mutual Fund )

#### IT SKILLS:

- Computer from APT in the year 2005 Diploma.

#### PERSONAL DETAILS

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|-------------------|---|--|---|
| 1. Date of Birth  | : | 02-07-1982                             | : |
| 2. Marital Status | : | Married                                |   |
| 3. Address        | : | 8/5 Ankur Complex Shivaji Nagar Bhopal |   |

Place: Bhopal

Date: Anumesh Sinha