
VIKAS . K.S.
e-mail: vikas_karadi@yahoo.co.in
Mobile: (+91) 9972234736

Career Objective :

To seek a challenging and interesting job that encourages creativity and provides exposure to achieve professional and personal growth along with the organization. To be an achiever in a responsible and challenging position.

Executive Summary:

A post graduate in **MBA with Marketing and Human Resource** as a Specialization from Tumkur University, Department of Management Studies, armed with positive attitude, analytical ability, self motivation, team work, good interpersonal and debatable skills. Having strong communication, presentation skills and good leadership quality.

Work Experience :

Having 6 years of experience in Insurance sector.

Employment Details :-

- Currently working at **ICICI Prudential life Insurance Co Ltd** as Agency Manager at Bangalore Feb-2015 to Oct 2015
Previous Employment(s)/Designation(s)
- **Amsure Insurance Agency** as **Amsure Insurance Planner (AIP) & Trainer** May 2011 to September 2014, Corporate Agent for MAX LIFE INSURANCE
- Worked with **Birla Sun Life Insurance** as **Business Development Manager** Oct 2009 to Dec 2010 Worked as Manager -Sales , Recruiting Financial Advisors, sourcing the business.
- **Metlife India Insurance co.ltd** as **Sales Manager** Jun 2008 to Oct 2009 , Recruiting Financial Advisors, sourcing the business.

Job Description:

Team handling.
Handling customers queries.
Achieving the sales target on monthly basis
Fixing targets to advisors & make them to achieving the same.
Ensuring joint calls & meeting customers along with advisors on need basis.

ROLES & RESPONSIBILITIES:

Responsible for Sales of Insurance plans according to customer need
Train, develop & motivate the team of for the sales
Prepare and present sales forecasts, discuss sales pipeline and review with the team
Need analysis with the customer to give the solution to take plans according to their need
Demonstrate sales pitch aspects of a product, maintaining good customer relationships and developed
Maintain productive relationships with the team to maximize sales growth.

Educational Qualification:**Professional Qualification:****M.B.A. (Master of Business Administration)**

Department of Management Studies, University of Tumkur, Tumkur with Marketing and Human Resources as specialization and an aggregate percentage of 60% in all four semesters, overall 68% and passed out in 2007.

Academic Qualification:**B.Sc. Computer Science**

Vidya Vahini First Grade College, Tumkur, affiliated to Bangalore University, with Computer Science and Electronics as specialization, an aggregate percentage of 58% and passed out in the year 2005.

STRENGTHS :

Goal-oriented individual with strong leadership qualities

Organized, self-confident, highly motivated, and good team player.

Excellent team management and consulting

Excellent verbal and written communication skills, excels in a fast-paced environment

Personal Details:

Name :VIKAS. K.S.

Father Name :S.A. Karadi

DOB: 26-09-1979

Gender :Male

Nationality :Indian

Languages Known :English, Hindi and Kannada

Hobbies :Music, Travelling

Present Address:

“RAJNI NIWAS” 12th ‘A’

Sampangirama Nagar

Bengaluru-560027, Karnataka.

Permanent Address :

S/o. S.A. Karadi

Retd. District Health Education Officer

“Gurudarshan” 6th Cross

2nd Link, S.I.T. Extension

Tumkur 572 103, Karnataka.

Yours faithfully

(VIKAS .K.S.)
