**Curriculum Vitae**

**Manas Rastogi**

[manaskk01@](mailto:manaskk01@)gmail.com

+91-9559352279

**Career Objective**

*My Wish is to work with an Organization where innovation and creativity are the way of life.*

**Work Experience**

 Organization : - Canara HSBC Oriental Bank Of Commerce Life Insurance Co. Ltd.

Designation : - I.S.M.(Banccasurance)

Duration : - Sept/14 to Till Date

CTC : - 4.30 Lac

**Job Responsibility:-**

* Handling 18 Branches Of Oriental Bank Of Commerce & 6 Branches Of Canara Bank at Bijnor and Uttarakhand for new insurance business.
* Coordinating with the Regional office for new business support.
* Completing all relevant formalities for the new insurance policy and acting as a liaison with my client and my branch staff.
* Conducting Activites related to the bank branch.
* Imparting knowledge, by conducting training sessions, relating to current and new insurance products to branch staff.
* Motivating branch staff to achieve branch’s insurance target.

Organization: - IndiaFirst Life Insurance Co. Ltd.

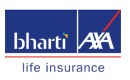
Designation : - B.M.(Banccasurance-Bank Of Baroda)

Duration : - July/10 to May/2014

CTC : - 3.25 Lac

**Job Responsibility:-**

* Handling 8 Branches Of Bank Of Baroda in Sultanpur Region for new insurance business.
* Coordinating with the Regional office for support to the whole team of 8 B.M’s.
* Completing all relevant formalities for the new insurance policy and acting as a liaison with my client and my branch staff.
* Imparting knowledge, by conducting training sessions, relating to current and new insurance products to branch staff.
* Motivating branch staff to achieve branch’s insurance target.

****Organization: - Bharti Axa Life Insurance Co. Ltd.

Designation : - Agency Manager (Agency Channel)

Duration : - Jan/09 to May/09

CTC : - 2.4 Lac

**Job Responsibility:-**

* Recruitment of Insurance Advisors.
* Trained and motivate them to generate new business.
* Make them aware and trained them for the new products time to time.

Organization: - Bajaj Allianz Life Insurance Co. Ltd.

Designation : - Sr. Insurance Sales Officer (Direct Marketing Channel)

Duration : - Sept/07 to Dec/08

CTC : - 1.3 Lac

**Job Responsibility:-**

* Generate leads through cold or hot calls.
* Meet Customers on daily basis.
* Generate new business via leads through self sourcing.

 Organization: - Bharat Capital Services Pvt. Ltd.

Designation : - Sales Executive (Broking House)

Duration : - Dec/06 to Aug/07

CTC : - 30000/p.a.

**Job Responsibility:-**

* Generate new Life and General Insurance business through self sourcing.
* Meet customers on daily basis.
* Meet targets via leads through self sourcing only.

**Career Accomplishments**

* Had reputation of a performer in my team.
* Achieved 137% business goals in the FY 2010-2011.
* 3 branches of mine qualified for Singapore Trip and 5 branches qualified for gold coins for exceeding the insurance targets for FY 2011-2012.
* Got three promotions in Bajaj Allianz. Joined as Sales Executive moved to become Insurance Sales officer and was Sr. Insurance Sales officer. My name was also recommended for the post of Business Development Manager. I achieved in less than 1 ½ years of my service in Bajaj Allianz.
* Won all the contests running in Bajaj Allianz in my category.
* Had a reputation of an officer with 0 free looks and 0 cheque bounces.

**Educational Qualifications**

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| **Year** | **Name of Exam.** | **University/College** |
| 2007 | B.Com | Lucknow University |
| 2003 | Intermediate | Govt Jubilee Inter College |
| 2001 | High School | Govt Jubilee Inter College |

**Personal Details**

**Name** : Manas Rastogi

**DOB :** 14-Oct-1985

**Email** : [manaskk01@](mailto:manaskk01@)gmail.com

**Mobile :** +91-9559352279

**Fathers Name :** Sri. Kamal Kishore Rastogi

**Mothers Name :** Smt. Kanchan Rastogi

**Permanent Address :** 205/5 Joshi Tola, Subhash Marg,

Lucknow –226003.

Uttar Pradesh

**Languages known :** English, Hindi

**Personal Skills :** Effective Communication, Fast Learner,

Hardworking, Excellent Team Player

**Interests & Hobbies :** Listening Music, Reading and Making Friends

*I hereby declare that the information stated here above are true and correct to the best of my knowledge.*

**Place:**

**Date: (Manas Rastogi)**