**FIROZ .M.ALAM**

**Mobile**: 09561127377 / 09579588788,

**Email**: [firoz.alam@yahoo.com](mailto:firoz.alam@yahoo.com), firoz.alam@bjajallianz.co.in

JOB OBJECTIVE: **A Challenging Profession with a reputation for being innovative result oriented & effective Team Leader where I would Like accepting Challenges and devote myself in an organization where I can contribute my skills and potentials for the interest and benefits of the organization.**

***PROFESSIONAL OVERVIEW***

* A keen planner and implementer with competencies across:

***- General Insurance Sales - Market Research - Business Development***

***- Agency Development & Direct Sales - Corporate Sales***

* Currently serving at **Bajaj Allianz General Insurance Co Ltd As Satellite Office Incharge - Yavatmal.**
* Hands on experience in selling General Insurance products through Agency Module, Corporate & Direct Sales, Banc assurance Module .
* Proficient in analysing business requirements, extracting and interpreting data to provide volume buisness solutions towards the accomplishment of corporate goals.
* Adept at handling day to day activities in co-ordination with internal / external departments for smooth business operations.
* Acquired experience in delivering insights on opportunities, highlighting current and future trends considering all the technical and market aspects.
* Experience in conducting market analysis to assess prevalent financial & economic environments, identifying business risks to evaluate the most profitable avenues.
* Excellent communication, relationship management, and Possess a flexible & detail oriented attitude.

***PROFESSIONAL EXPERIENCE 7 Years***

**Since Feb 2015 Satellite Office Incharge – Yavatmal. Bajaj Allianz General Insurance Co Ltd (Taking Care of Agency Channel, Motor Dealer Channel, Banccassurance Channel and Other Tie Ups of Yavatmal and nearby Outskirt Location**

***Significant Highlights***

* Handling the Sales Volume & Client Relationship of the branch including National tie-ups & Banc assurance Channel.
* Putting efforts to increase Sales & Potential client base in and around Sambalpur Catchment.
* Conducting campaigning program on all General Insurance Products across Yavatmal Catchments.
* Supporting branch manager on developing and implementing action plans to achieve business objectives for Sambalpur & Outskirt Location.
* Responsible for maintaining and reporting MIS, General Cover note Reconciliation and Control Team activities.
* Handling compliance issues & Claims of the Clients by Co-coordinating with the Operation & Claims Department.
* Received Appreciation from Regional Head

**Since January ’2014 To January 2015 Executive Sales Manager - Reliance Life Insurance Co Ltd .Nagpur (Taking Care of Agency Channel Nagpur and Other Outskirts Location**

***Significant Highlights***

* Handling the Sales Volume & Client base of the branch including National tie-ups & Banc assurance Channel.
* Putting efforts to increase Sales & Potential client base in and around Sambalpur Catchment.
* Conducting campaigning program on all General Insurance Products across Sambalpur Catchments.
* Supporting branch manager on developing and implementing action plans to achieve business objectives for Sambalpur & Outskirt Location.
* Responsible for maintaining and reporting MIS, General Cover note Reconciliation and Control Team activities.
* Handling compliance issues & Claims of the Clients by Co-coordinating with the Operation & Claims Department.

**Since January 2008 To Feb 2010.Sales Manager Agency, Reliance General Insurance Co Ltd, Rourkela**

***Significant Highlights***

* Business development through direct sales by taking care of Regular & Classic Customer base.
* Handling General Insurance products For Both Motor and Non Motor including Special Tailor made Package Policies like Shopkeepers, Householder, Kishan & Agricultural Products
* Responsible for maintaining and reporting MIS, general reconciliation and Team Control activities.
* Organising various promotions and events to enhance visibility and increase retail business.
* Responsible For Relationship Management with Dealer Points and PSU Agents to increase Buisness Volume .
* Promoted as Sr Marketing Executive (2006-2007).
* Promoted as Branch/Agency Development Manager (2007-2008).
* Handled & Participated in Corporate Tenders on Behalf of the Organization. Major Clients Being SAIL , OHPC, VEDANTA, SEPCO, ESPL, BHUSAN Steel, VIRAJ etc .

**Since May 2006 To January 2008**

**Agency Dev Manager, Iffco Tokio General Insurance, Bhubaneswar.**

**Since Jan 2005 To May 2006**

**Executive – ICICI Lombard General Insurance , Bhubaneswar**

***EDUCATION***

|  |  |  |
| --- | --- | --- |
| Course | Institute | Board/University |
| Graduation (B.Com.) | G.M. COLLEGE, Sambalpur. | Autonomous Body |
| INTERMEDIATE (Commerce) | G.M. COLLEGE, Sambalpur. | Autonomous Body |
| Matriculation | St Josephs Convent, Sambalpur | ICSE |

***CERTIFICATIONS***

* Diploma in Computer Education (NIIT).

***COMPUTER PROFICIENCY***

* Windows
* MS-Office, MS Access, Internet.

***STRENGTHS***

* An optimist who has learned to excel in difficult situations.
* A positive thinker who believes in being different.
* Hard working & Honest.

*ACHIEVEMENTS:*

* + - Got two consecutive promotion in IFFCO TOKIO GIC for achieving the Target for Two years in 15 Months only in Direct Sales in the year 2006-2007”
    - Awarded as Shining Star in Reliance GIC Ltd 2008-2009 for Best performers in Sales among New Comers in the Organization

***PERSONAL VITAE***

Date of Birth : 17th June, 1980

Father’s Name : Md Mumtaj Alam

Address : B/11 ,Ekta Colony, Yadav Nagar, Nagpur.

Languages Known : English, Hindi, and Oriya & Urdu.

**Date: 18.04.15**

**Place: Sambalpur**

**(Firoz Alam)**