 **P.ARTHARIN**

EMAIL ID:arthar1985@gmail.com

MOBILE: 09629588811

**CAREER OBJECTIVE**

To be an essential part of an effective team where my talents will be used fully and I like to be one of an individual for the growth of the organization.

**ORGANISATIONAL EXPERIENCE**

1. Working in BAJAJ ALLIANZ LIFE INSURANCE COMPANY LTD as SENIOR RELATIONSHIP MANAGER from 17/09/2015 to till date

**JOB RESPONSIBILITY**

* Handling Bajaj Finance Limited to get business for life insurance.
* Maintaining good relationship with all vertical to generating business.
* Providing product related knowledge to SM and FSE.
* Supporting in sales calls to SM and FSE
* Solving service issues of Bajaj Finance Limited customer related to insurance.
* Checking status of the policy till document reaches the customer.

1. Worked in **MAXBUPA HEALTH INSURANCE COMPANY LIMITED**  **as** **RELATIONSHIP MANAGER** from 21/01/14 to 06/05/2015

**JOB RESPONSIBILITY**

* **Handed Standard Chartered Bank to get Business for Health insurance.**
* **Providing product training for the branch staff**
* **Maintaining good Relationship with branch staffs and Branch Manager.**
* **Sending Daily report to Regional Sales Manager.**
* **Providing after sale services to the existing customer.**
* **Checking status of the policy till document reaches the customer.**

1. Worked with **CANARA HSBC OBC LIFE INSURANCE COMPANY LTD as** **INSURANCE SALES MANAGER** from 23/05/13 to 21/09/2013

**JOB RESPONSIBILITY**

* **Handling 20 Branches to get Business for life insurance.**
* **Providing product training for the branch staff**
* **Maintaining good Relationship with branch staffs and Branch Manager.**
* **Handled team of 3 investment officers.**
* **Sending Daily report to Regional Head.**
* **Providing after sale services to the existing customer.**

1. Worked with **DLF PRAMERICA LIFE INSURANCE COMPANY LTD** as **SR.TERRITORY SALES MANAGER** from 07/02/12 to 15/05/13

**JOB RESPONSIBILITY**

* **Handling Distribution channel to generate business in Tamilnadu.**
* **Handling a team relationship manager to generate business.**
* **Manage multiple channel relationships with maturity and without neglecting any particular Branch/Area.**
* **Coordinating which channel partner and find out the way to generate business.**
* **Monitoring relationship manager and supporting them in the sales call.**
* **Conducting monthly meeting to the team and discuss with them and find the business Possibilities.**
* **Motivating and giving suggestion to the team to get business out of it.**
* **Providing training to the distributors and channel partners about the product.**
* **Providing support to ZM/CM/TM/RE/FSE of the Channel partners to achieve the sales target on the assigned area.**
* **Taking care of after sales Process.**

**ACHIEVEMENTS**

* **Got qualified in KIP Contest in all the quarter.**
* **Got qualified for Singapore contest between the month of Jul – Sep 2012**
* **Received platinum Trophy for achieved 120% target in first Quarter.**
* **Qualified for Samsung Corby mobile in Cellular Contest during the month of July to September.**

# EDUCATION

* MBA (HR and Marketing), 2005-2007, ICFAI National College, Nagercoil

**ICFAI UNIVERSITY.**

* B.A (History), 2002-2005, S.T.Hindu College, Nagercoil (TN) **M.S.UNIVERSITY.**
* H.S.C (History) 2000-2002 ST.Mary’s Higher Secondary School, Colachel.

**PERSONAL DETAILS**

Name : Artharin P

Father name : T.P. Packia Mani

Address : No 41, Rani Anna Nagar, Navallar Street,

Arubamkkam, Chennai -600106

Age and date of birth : 30, 17/10/85

Marital status : Married

Language Known : Tamil, English, Malayalam.

**Yours faithfully**

**(ARTHARIN.P)**