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|  | SANTOSH KUMAR PRADHAN | | |  |  |  |  |  |
|  | AT/PO- Sakhipara,near AIR Colony | | | |  |  |  |  |
|  | Dist- Sambalpur.Pin-768001,Odisha | | | |  |  |  |  |
|  |  |  |  |  |  |  |  |  |
|  | E.reach at- santos.pradhan@rediffmail.com | | | | |  |  |  |
|  | Cell no : 09937080126 | | |  |  |  |  |  |
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|  |  |  |  |  |  | | |  |
|  | **Offerings** |  |  |  |  |
|  | [8 years of compact experience in | | | |  |
|  | Life insurance agency as well as | | | |  |
|  | **banccaassurance** } | | | |  |
|  |  | |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  | **Experience** | |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |
|  | **Agency Manager:** 3 years in SBI life | | | |  |  |  |  |
|  | Insurance,Sambalpur Branch. | | |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |
|  | **B.D.M**: About 2 YEARS IN HDFC Life after | | | |  |  |  |  |
|  | getting out an out promotion within | | | |  |  |  |  |
|  | a year from SDM to BDM | | |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |
|  | **CO.EX :** About 2yrs in HDFC Bank for **banccassurance** | | | | |  |  |  |
|  | in jharsuguda branch. | | |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |
|  | **Business Manager:** 3 yrs in home loans sales | | | | |  |  |  |
|  | with D.S.A OF ICICI BANK HOME LOANS, | | | |  |  |  |  |
|  | LAP,AGRI EQUIPMENT AND LIABILITY INSURANCE. | | | | |  |  |  |
|  |  |  |  |  |  |  |  |  |
|  | **Skills:** |  |  |  |  |  |  |  |
|  | [Life Insurance marketting] | | |  |  |  |  |  |
|  | [Bank channel management]] | | |  |  |  |  |  |
|  | Home loans Marketting} | | |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |
|  | **Education:** | |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |
|  | B.S.C |  |  |  |  |  |  |  |
|  | I.R.P.M from Law college Sambalpur | | | |  |  |  |  |
|  | [Industrial Relation & personal Management] | | | | |  |  |  |
|  |  |  |  |  |  |  |  |  |
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**SANTOSH KUMAR PRADHAN**

FINANCE CONSULTATION AND CUSTOMER SERVICE

Hand phone: 91-9937080126

E-Reach at: [santos.pradhan@redifmail.com](mailto:santos.pradhan@redifmail.com)

C/O-MISHRILAL GUPTA

AT-SAKHIPADA,

NEAR AIR COLONY

SAMBALPUR,PIN-768001,ODISHA

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| **Offering 10 years of track record of surpassing sales quotes, earning awards and increasing market shares.** |

Tenacious and creative sales professional with 10 years history of delivering revenue gain. Particularly strong interpersonal skill ,able to identify, build and nurture key relationship. Backed by academic credential, key strength includes:

-Business Development -Sales/Marketing -Clint Relationship Management

-Revenue Generation -Channel Management -Team Management

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SBI LIFE INSURANCE CO. LTD

Sambalpur Branch Aug-2011 --Continue

Agency Manager (CTC .3.55 LAKHS P.A)

**Key Job Roles:-**

* Handling of 40 insurance advisors in agency mode to generate profit.
* Investment consultation with proper guidance.
* Looking after various prospective way to maintain proper revenue generation.
* Motivating advisor for better outcome.
* Handling and monitoring various marketing promotions.
* Organizing and motivating new customers through group discussion in presence of Advisor.
* Giving assistance to customers to understand new policies.
* Looking after recruiting of new advisors.
* Looking after and taking care of attrition of advisors.
* Keeping touch with customers to increase future business and references.

[HDFC Standard Life](http://www.hdfclife.com/index.as)

**HDFC STANDARD LIFE INSURANCE CO. LTD**

**Sambalpur Circle – Orissa April,2010 – Aug 2011**

**Business Development Manager (Cost to Company.2.70 lakhs/p.a)**

**Key Job Roles:-**

* Handling of 25 insurance advisors in agency mode to generate profit.
* Investment consultation with proper guidance.
* Looking after various prospective way to maintain proper revenue generation.
* Motivating advisor for better outcome.
* Handling and monitoring various marketing promotions.
* Organizing and motivating new customers through group discussion in presence of Advisor.
* Giving assistance to customers to understand new policies.
* Looking after recruiting of new advisors.
* Looking after and taking care of attrition of advisors.
* Keeping touch with customers to increase future business and references.

HDFC Bank

**HDFC BANK LTD.**

**Jharsuguda Circle – Orissa January,2008 – March,2010**

**Sales Officer – Bancaassurance (Cost to Company1.20 lakhs/p.a)**

**Key Job Roles:-**

* Quality insurance business generation to generate profit in favor of the company.
* Providing best solution or concepts to customers with professionalism.
* Time to time updating of business to superior for better business and solutions.
* Handling customers satisfactory retail products.
* Planning and execution of sales promotion activities
* Ensuring quality of business sources apart from meeting quality targets
* Handling customer queries/complaints and resolution
* Creating long term relationship with profile customer
* Managing portfolio of HNI clients
* Generating Leads
* Enhance the revenue/business of the organization

ICICI Bank

**ICICI BANK LTD**.

D.S.A

**Sambalpur,Jharsuguda February,2004 – December,2007**

**& Bargarh Circle – Orissa**

**Business Manager – Home loans (Cost to Company1.20 k/p.a)**

**Key Job Roles:-**

* Quality insurance business generation to generate profit in favor of the company.
* Providing best solution or concepts to customers with professionalism.
* Time to time updating of business to superior for better business and solutions.
* Practical and true field investigation before log in the business.
* Handling customers satisfactory retail products.
* Planning and execution of sales promotion activities
* Ensuring quality of business sources apart from meeting quality targets
* Handling customer queries/complaints and resolution
* Creating long term relationship with profile customer
* Managing portfolio of HNI clients
* Generating Leads
* Enhance the revenue/business of the organization
* **ACADEMIC SNAPSHOT**
* **Bachelor of Science From -[Sambalpur University]**

IRPM from Law college from sambalpur

**PERSONAL INFORMATION** :-

* Date Of Birth : 27.07.1983
* Language proficiency : Oriya, Hindi and English
* Marital Status : Married
* Pan Card : Available
* Voter Card : Available
* Salary Expectation : Negotiable.

**Sambalpur SANTOSH KUMAR PRADHAN**

**Date : 18.05.2015**