Sujay raj Roy

Pune, Maharashtra

Phone: +919970372712

Email:sujayrajroy@gmail.com

|  |
| --- |
| **In quest of Middle/Senior level assignments in Sales Planning, Marketing & Sales and Business Development with a reputed organisation.** |

# **Executive Highlights**

* Direct and Channel Sales & Marketing experience finance industry.
* Aviva india pvt ltd –As a financial manager
* Business Consulting –KOTAK MAHINDRA OLD MUTUAL LIFE LTD as relationship Manager
* Birla sun life insurance-As a sales manager
* Reliance money solution –As a senior relationship manager
* H.d.f.c bank pvt Lmt- As a junior executive
* PGDM in Marketing from JSPM’S JIBS, Pune

|  |  |  |
| --- | --- | --- |
| **31st july2014-till date** | **Aviva india pvt ltd** | **Financial manager** |

* Responsible for new client acquisition and business development.
* To create the new lead generation.
* To handle the customer service and maintained the healthy relationship with the customer.
* Handle the given portfolio of the client.
* To create a better solution to the customer as well as service.

**MARKETING EXEPERIANCE**

|  |  |  |
| --- | --- | --- |
| **Oct1st 2013-1st july2014** | **BIRLA SUN LIFE LTD** | **AGENCY MANAGER** |

# **birla sun life insurance is A 74:26 JOINT venture of aditya birla group it’s a colabration OF SUN life company in 19 march 2001.sun life is in since 1956**

Team handling and recruit the large corporate sme’s, corporate mentors

Assign territory to the sales force evaluates the territory’s market potential and competitive influences.

Achieve sales target through them.

Improve customer satisfaction by coordinating with analysts and support function

**ACHIVEMENT**

I have got on this company reward. I have completed my gsg1 and gsg 2 both of them.

I got promotion in this company. I am qualifying for Bangkok trip.

|  |  |  |
| --- | --- | --- |
| **10thJan2013 -01july2013** | **Reliance money solutions** | **Senior relationship manager** |

Direct sales through cold calling

Achieve sales target through them.

Responsible for new client acquisition and business development

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Kotak Mahindra old mutual life.** | | | **Relationship manager at Pune** | **24th Nov20 11 –3rd dec2012** |
| Kotak Mahindra Old Mutual Life Insurance Ltd is a 74:26 joint venture between Kotak Mahindra Bank Ltd., its affiliates and Old Mutual plc. The company started operations in 2001, and strives to offer its customers outstanding value through high customer empathy, consistent and benchmarked service and a suite of products that leverage the combined prowess of protection and long term savings. The company covers over 4 million lives and is one of the fastest growing insurance companies in India.  **Business Development / Channel Management**   * achieve sales targets through them. * Ensure that the sales force is able to achieve planned business results. * Assign territory to the sales force evaluate the territory’s market potential and competitive influences * Achieving the sales target of his area   **Customer Relationship Management**   * Improve customer satisfaction by coordinating with analysts and support function * Handle customer grievances and resolve issues.Interacting with the customers to gather their feedback regarding the products’ utilities * On-board and train all new business development associates for Pune region. * Responsible for new client acquisition & Post sales service.   **ACHIVEMENT**  **I got two promotion in this company .Also I got rewards & recognitions**   |  |  |  | | --- | --- | --- | | **HDFC bank** | **Junior executive at Pune** | **Jan 2011– MAY 2011** |   **Business Development / Channel Management**   * Handled portfolio of B2B & B2C clients. * Responsible for new client acquisition and business development. * Acquired new customers through Direct marketing and promotional activities and also providing regular servicing to existing Large & SME clients to source continue business. * Responsible for client retention & relationship building and Up-selling the existing clients.  **Summer Internships** | | | | |
|  | | | | |
| **Sms global brokers pvt ltd** | | | **Summer Internship Program me** | **Pune June 15– August 015** |
| **Project Title The study of insurance product and service**  **Role & responsibilities : To study with the others arrivals and to handle the customer and provide the services**   |  |  |  | | --- | --- | --- | | **Unifelx pvt ltd.** | **Winter Internship Program me** | **Pune, 15th Dec 10 – 15th Jan 11** |  **Academic Record** | | | | |
| **Post Graduate Diploma in Management [PGDM] 2008-2010(marketing)**  JSPM’s Jay want Institute of Business Studies, Pune **-**AICTE  **Bachelor of Science 2004-2007 -**workers collage Jamshedpur Ranchi University  **Higher Secondary School 12th 2002-2004 -**Jamshedpur workers collage Ranchi Board  **ICA-2001-2002** -Jamshedpur institute of ICA  **Matriculation 2001 -**guru nanak high school, Jharkhand. Board **Extra Curricular Activities** | | | | |
| **Events & Seminars** | * Coordinated events at school and college functions * Organize seminars in association with banks & industry associations | | | |
| **Business Plan** | * Participated in **“QUEST BUSINESS PLAN COMPETITION”** contest In 2009. | | | |
| **achivement** | I was playing as a captain Jharkhand state team and I have done business in June 2012 5.50 lakhs. | | | |

# **Additional Information**

Date of Birth : 23 June 1986

IT Skills : MS Excel, MS Project

Language : English, Hindi. Bengali

# **DECLARATION**

I confirm that the information provided by me is true to the best of my knowledge and belief.

Date :

Place : Pune SUJAY RAJ ROY