SANDEEP KUMAR

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Seeking challenging assignments in Sales and Marketing with a reputed firm.

OVERVIEW

 A budding professional with more than 4 .5year of experience in Sales and Marketing.

 Keen interest in updating self about industry and market trends in Indian and International markets.

 Exposure in market / sales forecasting, quick to identify strategies to exploit business opportunities.

 Adroit in handling all the phases of sales cycle, from concept through development and marketing.

 Strengths in handling clients & building healthy & long lasting business relations with the same.

 An effective communicator with excellent relationship building & interpersonal skills. Strong analytical,   
 problem solving & organizational abilities.

DOMAIN SKILLS

Sales & Marketing:

 Identifying prospective clients, generating business from existing clientele, thereby achieving business targets.

 Managing sales & marketing operations for achieving increased profitability.

 Implementing sales programs/strategies to improve the product awareness in markets by brand building   
 and market development efforts.

Business Development:

 Implementing sales programs/strategies to improve the product awareness in markets by brand building   
 and market development efforts.

 Reviewing and interpreting the competition after in-depth analysis of market information to fine-tune   
 the marketing strategies and escalate business volumes.

 Devising & implementing stringent credit control measures for effective receivable management and   
 thereby reducing the incidence of bad debts.

EMPLOYMENT DETAILS

Since July’14 to till date. with **Aviva Life Insurance Co. Ltd.**

Location: F C Road Pune

Designation : Sales Manager

**IRDA Certified with Aviva Life Insurance Co. Ltd.**

Responsibilities:

 Empanelment of Financial Advisors and establish distribution channel.

 Responsible for Training Motivating them continuously.   
 Helping them to achieve Monthly Targets  
 Provide post sales services to the existing customer.   
 Achieving sales targets.

**Since July’12 to till July 14. with TATA AIG General Insurance Co. Ltd. Nashik   
 Team Leader**

Responsibilities:

 Responsible for Bancassurance channel sales of the company (through Axis Bank) and bringing sales from all the source.

 Handling team of 8 people & trained the sales executives & Asset Sales Executive.

 Maintain relation with bank employee to make sure they support in generation of business.

 Planning and implementing new innovative methods to promote products with more effectiveness.

 Documenting all activities, sales generated and future planning and submitting report to company   
 (Circle Head) from time to time, in order to evaluate the effectiveness of strategy

 Visit the regional branches of banks to assignment and to track the status of business.

Highlights:

Since Nov’10 to July 12 with **ICICI Prudential Life Insurance, Pune**

Sr. Financial Service Manager

Responsibilities:

 Empanelment of Doctors and establish my own distribution channel.

 Collecting leads through RO (relationship officer).   
 Responsible for the training of RO and Distributors   
 Provide post sales services to the existing customer.   
 Achieving sales targets.

 Responsible for training the new FSM

Highlights:

 Monthly target achiever.

 Promoted as Sr. Financial Service Manager

Financial Services Manager (Since Nov 2010)

 Empanelment of Doctors and establish my own distribution channel.

 Generate leads through doctors and other sources and close them.

 Achieving monthly Sales Target

Achievement:-

 Developed a wide doctor‟s distribution channel and maintained strategic relationships   
 with them.

 Develop a good customer base.   
 Got a promotion since joining.

 Over achieved my targets before the time.

 Consistently won every contest conducted by the company since May 2011.

 Consistently securing top three position of the Pune team and top ten slot of the West   
 team.

 Led the team of colleagues and got business out of them.  July 2011 PSF Champions in PAN India.

 August 2011 contest “Be the Best” Dubai contest Qualify in 3rd Rank in PAN India and   
 Pride of “PSF”.

 Maximum time selected for „PSF‟ Champion in PAN India and Pride of „PSF‟ from   
 May, 2011 to March 2012.

 Qualified for Singapore contest January 2012.

SCHOLASTICS

 PGDM (Marketing) from Alard School of Business Management, Pune with 60% in 2010.  B.Com. from Patna University with 61% in 2006.

 12th (Science) from BIEC, Patna with 69% in 2003.

 10th from R.H.S. School, Rosera, Bihar with 72% in 2001.

WORKSHOPS

 Attended seven days Workshop on Soft Skills by Minocher Patel at Pune in 2008.

IT SKILLS

 Operating Systems: Windows.

 Packages Known: MS Office, PageMaker, Photoshop

BEYOND CURRICULUM

 Contributed in organizing Blood Donation Camp and College Gathering.  Out Door Management Training (OMT).

 Acted as a Coordinator at MITCON in Chess Competition at inter-college level.

 Runner Up in Youth Festival in Radio Jocky organized by 91.1 FM at Alard School Of Business Management,   
 Pune.

Strengths

 Good networking skills

 Highly Diligent and Committed

 Goal Driven and Performance Oriented  Competent and Adaptable

 Determinant, Optimistic & Hardworking

PERSONAL DOSSIER

Date of Birth: 9th December 1986

Marital Status: Married

Linguistic Abilities: English , Hindi &Marathi

Declaration :-

I hereby declare that the above-furnished details are to the best of my knowledge.

Place:-

Date:- Sandeep Kumar