**SUDHIR KUMAR**

**Email: sudhir.shimla@gmail.com, Mobile: “+91-9418673556”**

MANAGEMENT POSITION – MARKETING, SALES & Team Handling

Looking for a bright future in a growth oriented organisation where I can enhance my skills and achieve leadership position

**Professional Synopsis**

**SALES**

**Marketing**

**Customer Service & Relationship**

**Training**

Team Handling

* Two years of experience in Bajaj Allianz Life Insurance Co. Ltd. From May 2009 to Dec 2010
* One and half year with Dlf Pramerica Life Insurance Co Ltd as a Sales Manager from Jan 2011 to May 2012.
* Worked with HDFC Life Insurance as a ASM
* Presently working with Future Generali life insurance.
* Have been involved in the system implementation and conducting various training programmes for various Advisors.
* Possess excellent communication, leadership, relationship management and analytical skills.
* Agency Building and managing the Team.

***Customer Service:***

* Interaction with internal & external customers and resolve their queries accordingly.
* Maintaining a strong relationship with team and focus them on their goals and showing them their career path.
* Visited to HNI clients as a representative of company to identified their needs of insurance and give them the best.
* Visited with my team to various prospects for their financial needs and better planning.

**Employment Scan**

Currently working with Future Generali Life Insurance as SSM in shimla branch

* Recruitment of AGENCY OFFICER in team
* Recruitment of Advisors and there training
* Leading and motivating the advisor team

Worked with HDFC LIFE as ASM in shimla branch.

* Recruitment of Business Associate in team
* Recruitment of Advisors and there training
* Leading and motivating the advisor team

Jan 2011 associated with DLF Pramerica Life Insurance co Ltd in (Shimla, Himachal Pradesh) as a Sales Manager.

* Recruitment of advisors and their training.
* Processing of proposal forms, tracking their issuance and renewal
* Interaction with internal and external customers and resolve their queries accordingly.
* Visited to HNI clients as a representative of company and resolve their specific queries.
* Training on underwriting, operations and company products to advisors.

Worked with Bajaj Allianz life Insurance Co. Ltd as Relationship Manager

**Achievements**

* Got campus placement in india infoline as a management trainee.
* Got Promotion in Bajaj Allianz life Insurance Co. Ltd
* Got pan India ranking in Bajaj Allianz and done 140+ polices
* Got Region top ranking in DLF Pramerica life insurance co ltd in login and issuance in continuous two qtrs and done 110+ policies.
* Got top ranking in NOPs in Shimla Branch.

**Education**

* MBA from ICFAI NATIONAL COLLEGE
* BA from HP University
* 10+2 from HP Board
* 10th from HP Board

**Technical Proficiency**

* Having Knowledge of MS office

**Personal Details**

Date of Birth : 19th Dec 1983

Contact Address : Vill rachhan P.O-Shilaroo Tehsil Theog Distt

Shimla HP 171213

Languages Known : Hindi, English, & Punjabi

Marital Status : Single

Thanks & Regards,

Date: Sudhir Sharma

Place: