**CURRICULAM VITAE**

VINOD KUMAR RAWAL

2B25, RHB Colony,

Sirohi, Rajasthan

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**CAREER OBJECTIVE :**

To pursue my career in the field of management with the long-term view of acquiring knowledge and explore my talent and skills with the organization.

WORKING EXPERIENCE:

1. Working as Territory M**anager** in Agency Channel of SBI **Life Insurance Company Ltd, Sumerpur** from July 01, 2010 to till date**.**  Profile: - Recruitment and motivate team of insurance advisors and generate business through them.

**Achievements :**

**(2014-15)**

* **I have team of 75 insurance Advisor and collect 1.96 Cr new businesses (RP) from them (Period April 2013 to March 2015).**
* **ED honoring for 50% Team Active in September Month.**

**(2011-12)**

* **I was also No.1 in Region in advisor recruitment and activation for the year.**
* **Got Triple Promotion as Territory Manager on 1st April 2012.**
* **My Team Renewal Collection 90% and above.**
* **I had team of 75 insurance Advisor and collect 75 Lakh new businesses (RP).**

**(2010-11)**

* **We are the No.1 Rank in region in 55 Advisor Recruitment and Licensing.**

1. Worked as a **Junior Sales Manager** in **Agency** Channel of **Reliance Life Insurance Co. Ltd,** Sirohi. From May 28, 2008 to June 30, 2010.

Profile: - recruit & handle team of insurance advisors.

**Achievements :**

* **Got Promotion as Sales Manager on 30th May 2010.**

**ACADEMIC PERFORMANCE:**

* Bachelor of Commerce from MLSU Udaipur in year 2005.
* Senior Secondary through RBSE Ajmer in 2002.
* Secondary through RBSE Ajmer in 2000.

**COMPUTER LITERACY:**

* Basic knowledge of **Computer & Internet.**

# KEY SKILLS:

* Enthusiastic, ambitious, co-operative, and optimistic.
* Ability to communicate flexible and receptive to new situations.
* Good analytical skills and presentable.

# LANGUAGE KNOWN:

# Hindi, English, Regional

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### **PERSONAL DETAILS:**

Father’s Name: - Lt. Mr. Jetha Lal Rawal

Mother’s Name: - Mrs. Manju Rawal

Date of Birth: - 03 Feb 1984

Nationality: - Indian

Maritals status - Married

Place: - Vinod Kumar Rawal