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| CURRICULUM VITAE **Saurabh Srivastava**  **Permanent Address:**  H.No.-20A/9,Sec-9,Raghukul Enclave, Shastri Nagar, Meerut-250001  **Correspondence Address:**  H.No.-K-349 Shastri Nagar  Meerut.  8393016300  **E-Mail**  [ssrivastavaaxis@gmail.com](mailto:ssrivastavaaxis@gmail.com)  Personal Data  **Date of Birth**  24-09-82  **Sex** Male  **Nationality**  Indian **Marital Status** Married **Languages toRead, write and speak:**English & Hindi | Objective  To combine my knowledge and insatiable passion to learn more every day in this dynamic and challenging world with the real practical experience that would help me grow as a person and help me realize my goal of being a professional beyond compare.  Professional Experience  ICICI Prudential Life Insurance Co. Ltd.  (Oct 2014- Till Date)  Retail Sales- Bancassurance Channel (ICICI Bank)  Working as Senior Financial Service Manager in ICICI Meerut Garh Road Branch and Responsible for  Job Profile:   * Maintaining Relationship with I Bank Staff to generate life insurance business. * Tap Walk-in customers through lobby management and generate life insurance prospect. * Conduct Product refreshers for bank staff during morning hurdle at every week. * Co-ordinate with sales and operation team for life insurance business by doing Joint Field Calls. * Maintain Branch Lead Register on daily basis and also track branch persistency data. * Call Existing Customers for Renewal Premium Collection and up selling.   Achievements:   * Achieved 145% of Target Achievement (Goal Sheet) in Last Financial Year. * Achieved 111% Quarter1 GTD(Goal Till Date).   MAX NEWYORK LIFE INSURANCE CO. LTD.  (July 2010 onwards – Sep 2014)  Retail sales – Bancassurance Channel (Axis Bank)  Worked as Associate Manager Sales for Axis Bank BranchGHAZIABAD MAIN Branch And Responsible for  Job Profile:   * Maintaining relationship with the bank employees of Axis Bank & draw business of Life Insurance. * Developed strategies to bring Axis Bank employees to develop prospects for Life Insurance amongst the priority. * Conducted training Programs for all the Bank Staff in the branch. * Coordination of operational & sales activities with Investment n Sales team. * Maintaining n forwarding MIS of the branch business on daily basis to my superior and the Branch Manager. |
|  | MAX NEWYORK LIFE INSURANCE CO. LTD.  (March 2008 – Oct 2008) Promoted  Direct sales – Direct marketing Channel  Worked as Deputy Manager- Sales for Nehru Place branch and is responsible for  Job Profile:   * Managing 4 Financial Planning Manager who further manage business and relationship with their own client base as well as with the prospects provided by the company. * Recruiting, selecting & developing the FPMs and also maintaining their individual business on month. * Training and guiding the FPMs on Product knowledge, Sales technique. * Maintaining the data specifying the status of the business applied by the team. * Making strategies for lead generation and maintains a data stating the status of the leads flowing in my team.   . Managing my own individual business also (self sourcing) along with  taking care of my team business.   * Maintain Relationship with our existing clients and provide after sales services.   (June 2007 – Feb2008)  MAX NEWYORK LIFE INSURANCE CO. LTD.  Retail sales – Bancassurance Channel (Yes Bank)  Worked as Relationship Associate for Yes Bank Branch (Faridabad) and was Responsible for  Job Profile:   * Managed relationship with the bank employees of Yes Bank FARIDABAD BRANCH& draw business of Life Insurance as Relationship Associate * Developed strategies to bring Yes Bank employees motivation to develop prospects for Life Insurance amongst the priority. * Conducted training to all the Clients Sales Partner of the branch. * Coordination of operational & sales activities with Investment n Sales team. * Maintaining n forwarding MIS of the branch business on daily basis to my superior and well as the Branch Manager.   ACHIEVMENTS  . Awarded as a premium achiever for the 3rd quarter of 2007 by achieving a premium of 11 lacs in the quarter.  . Awarded as a premium winner for the 4th quarter of 2007 by achieving a premium of 9 lacs in the quarter.  . First qualifier for the Bindaas Bangkok contest among the branch.  . Got Promotion with in 9 months and become Deputy Manager- Sales in DST Channel. |

ICICI PRUDENTIAL LIFE INSURANCE CO. LTD.

(JUL 2006- JAN 2007)

Retail sales – Bancassurance Channel

Worked as Bank Assurance Officer and responsible for

Job Profile:

* Taking care of the business of 3 branches of South Indian Bank.
* Maintaining the data specifying the status of the business applied by me.
* Making strategies for lead generation and maintains a data stating the status of the leads flowing in to me.

. Managing my own individual business also (self sourcing) along with

taking care of the walk-in clients in the bank.

Professional Qualification

Post Graduate Diploma in Business Management (Regular) 2004-06 from

Master School Of Management, **Meerut**

Specialization: Marketing & Insurance

Educational Qualification

B.C.A from CCS University, Meerut (2003) with 68%

12th from Deewan Public School (C.B.S.E.), Meerut, (2000) with 72%

10th from DAV Public School (C.B.S.E.), Meerut, (1998) with 55%

Computer Knowledge

Basics and internet usage.

Interests

Playing Basket Ball

Listening to Music

Strength

Self-Motivated

Good Communication Skills

Hard Working

Proactive

Excellent leadership skills

Up to date market knowledge

Saurabh Srivastava

**Date:**