CURRICULAM-VITAE

Vijay Kr. Mahato

Ashirbad Apartment

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PROFESSIONAL SUMMARY:

* A result-oriented professional with qualitative experience in the areas of Business Development, Sales & Marketing & Customer Relationship management with reputed organizations in the Automotive Industry.
* A proactive planner with expertise in planning, plan execution, with skills in Business development, competitor and market analysis, and targeted marketing.
* Possess excellent Relationship Management skills.

EXPERIENCE PROFILE: (6 years in Marketing)

1. Kotak life insurance ltd (March2012-till date)

Designation:- Sales Manager

Role Description:-

* To generate the Business from Kotak Mahindra bank client .
* Manage the fund performance of the client.
* Resolve complains and claim settlement
* Meeting the sales target.

1. Birla Sun Life Insurance co. Ltd. (Dec 2010-to March 2012)

Designation: Unit sales Manager (Alternate channel)

Role Description:

* Coordinate with Brokers for Training and new business, put value addition on new product pitching and business strategy.
* Follow up with Major Broker like Bajaj Capital, Unicon, and Karvy through visits, phone calls & mails.
* Meeting Sales Target of Broker and sales for Existing & New Business.
* Initiating discussions with the Broker by giving presentations.
* Coordinating with local representatives (who interact with the customers directly in various regions) for ensuring complete satisfaction on all issues.

1. TATA Motors dealer Automobile Sterling Pvt. Ltd. (July 2008 to Dec 2010)

Designation: Sales Consultant

Role Description:

* Entertain walking and corporate clients.
* Coordinating with Accenture team for the promotion of Tata Safari.
* Car Loan execution
* Interact with clients for bulk deals and do negotiation.

Achievements:-

* Qualified for Singapore Tour in March2012 contest while working with Birla Sunlife
* Won Quarter -3 contest Dare(Samsung tab)
* Won Hong Kong & Macau Trip in March 2013 contest launched by Kotak Life.

Professional Qualification:

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| --- | --- | --- |
| Degree and Date | Institute | Major and Specialization |
| Master of Business Administration  June 2008 | North Bengal University | Specialization in Marketing management |
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| SIMAP 2006 | IIT Kharagpur | Industrial Management |
| BCA  June 2005 | Birla Institute of Technology  Ranchi | Computer applications. |

Extra Curricular Activities:

* Host Fresher’s Party 2008, for which my name was published in Danik Jagran
* Participated in cricket Tournament at inter college tournaments level.
* Participated in HR MEET conducted at IIT Kharagpur.

# PERSONAL DETAILS

Date of Birth: 18.08.1982

Marital Status: Unmarried

Permanent Address: Nutandih, Motinagar,Sindri,

Dhanbad (Jharkhand)

Hobbies:Playing cricket,current affairs.

Date: Vijay Kumar Mahato

Signature:-