**SUMIT HIRA**

B-131, Gandhi Vihar, Near Cell: +91-8800-755-858

Mukherjee Nagar, Delhi - 110009 Date of Birth: August 19, 1983

Email: sumithira2@gmail.com

**Objective**

##### To contribute best individual efforts and team spirit in achieving the organizational mission, vision and goals and to have continuous self-development by learning and exposure through new assignments.

#### Industry Information

**Total Years of Experience** : **6 Years**

**Current Domain** : Insurance

**Last Designation** : **Associate Sales Manager**

**Current Location** : Delhi

**Location Preference** : Anywhere

**Experience Summary**

* 6 years of extensive experience in Marketing Management, Business Development, and Client Relationship Management.
* A keen learner with flair for adopting emerging trends and addressing industry requirements to achieve organizational objectives and profitability norms.
* Possess motivational management style with a record of building an efficient sales team, An effective communicator with exceptional relationship management skills with the ability to relate to people at any level of business and management.

**Career Snapshot**

|  |  |  |
| --- | --- | --- |
| Organization | Tenure | Designation |
| Max Life Insurance | June, 2012 – Present | Associate Sales Manager |
| Aviva Life Insurance | January, 2010 – August, 2011 | Key Relationship Manager |
| Bajaj Capital Ltd. | January, 2008 – February, 2009 | Sales Manager |
| Max New York Life | June, 2006 – December, 2007 | Financial Planning Manager |

**Max Life Insurance Company Limited Associate Sales Manager**

**Key Deliverables:**

* Provide support in Sales of Life Insurance products through Axis Bank customers at branches across assigned locations.
* Driving and motivating the branch operational staff, through converting generated leads as well as tapping the right database of the branch and ensure authentic documentation.
* Taking care of after sales services like issuance of policy, renewals etc.
* Provide training to all bank staff and do join calls with bank RM’s and other staff.
* Launch R&R for the bank staff to develop the business for the company.
* Drafting MIS reports.

**Achievements:**

* Join as Relationship Associate and got promoted within a year and designated as Associate Sales Manager.
* Qualify for international Reward and Recognition conference at Hong Kong.

**Aviva Life Insurance Company Limited Key Relationship Manager**

**Key Deliverables:**

* Assisted to achieve a robust financial health of the company through incessant growth in business volumes in Delhi and NCR region.
* Established strategic alliances / tie-ups with financially strong and reliable channel partners. Developed new business partners to expand product reach in the market and worked in close interaction with the dealers and distributors (BSA’s) to assist them to promote the product.
* Significantly identified and generated business with prospective clients by different channels like Policy bazaar, Open market and cross selling to existing customers.

**Achievements:**

* Join as Financial Planning Consultant and got promoted twice in a year and last designation was as Key Relationship Manager.

**Bajaj Capital Insurance Broking Limited Sales Manager**

**Key Deliverables:**

* Demonstrated abilities by tapping areas of growth & acquiring customer base in wired areas.
* Ensured quantity as well as quality sales and provided effective after sales services.
* Maintaining exact projections and effective monitoring of business plans in a weekly basis.
* Holds the distinction of appointing team of 10 Members out of which 4 People got promotion because of their performance.
* Performing all assigned tasks related to report absconding and handling the resignation of MT’s in order to avoid the excess payment to them.

**Max New York Life Financial Planning Manager**

**Key Deliverables:**

* Mapping prospective clients; handling the recognition and delivering presentations on investment cum insurance plans; regularly dealing with client’s portfolios.
* Rendering effective services to existing clients.
* Drafting MIS reports.

**Academic Qualification**

|  |  |  |
| --- | --- | --- |
| Degree/ Diploma | University/Board | Year of Passing |
| **MBA - Finance** | Symbiosis University | 2011 |
| **B. Com** (Pass) | Delhi University | 2004 |
| **10 + 2** (Commerce Stream) | CBSE | 2001 |

**Father’s Name** : Mr. Om Prakash Hira

**Personal Information**

**Native Place** : Delhi, India

**Marital Status** : Married

**Languages Known** : English, Hindi & Punjabi

**(Sumit Hira)**