**RESUME**

Rishi Raj Singh  
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**Career Objective**

An experienced and well maintained professional having ample amount of knowledge in banking sector and seeking an opportunity in the organization to use my skills and be able to contribute to the firm for which I am working. I will put my best effort to learn the company’s policies and make better decisions in the favour of the company.

**Career Summary**

• Having 6+ years of experience in the field of customer relation.  
• Providing solution to the customer’s problems  
• Selling insurance policies to the customers and giving them after sale services  
• Providing Financial solutions to the rising needs of the customers.

**Computer Skills**

• Good typing skills of 75 wpm  
• Knowledge with Microsoft office kit – MS Excel, MS Word, Power Point, and excel.

**Professional Experience**

**Territory Sales Manager (2010- Present)**  
 Idea cellular service ltd  
• Managing Terriotory operations and employees of different area.  
• Providing training to new employees  
• Responsible to primary and secondary Sales  
• Responsible for increasing the sales volume of the company.  
  
**Financial Planning Manager(2008-2010)**

Max Life insurance co. ltd.  
• Managed Direct sales of insurance and day to day activities like finding references.  
• Guiding of new employees in defining the work environment.  
• Handled selling and buying of the policies of the companies. 

**Award Summary:**

Fast award cup by max life insurance.

**Insurance Consultant(2007-08)**

Bajaj Allianj life insurance co. ltd.

Selling of ULIP and traditional insurance policy.

**Educational Qualification**

* **MBA** (2008) from School of Management Sciences Varanasi (2006-08)

**Specialization:** Insurance and Risk Management.

**Summer Training**: Two month summer training in Bajaj Allianz.

**Project done in MBA:**

Perception of People of Varanasi regarding private insurance company.

Study on LIC entrance in Health insurance.

Unit link insurance plan

Penetration of Insurance sector in Urban and Rural area.

* **M.Com.** (2005) gold medalist from Avadh University Faizabad.

**Specialization: Commerce**

* **B.Com.** (2003) from avadh university faizabad.

**Specialization: Commerce.**

* **HSC** (2000) from U.P. Board.
* **SSS** (1998) from U.P. Board.

**Area Of interest:**

To make a carrier in banking sector.

**Key Skills and Strengths**

• Good analytical and planning skills  
• To provide best financial planning solution.  
• Excellent problem analysis  
• Excellent judgement according to the situation

**Personal Details**

Date of Birth: 23th, August 1983  
Languages Known: English, Hindi  
Nationality: Indian RISHI RAJ SINGH