surinder kaur

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# career objective

My career objective is to gain comprehensive understanding of business and organizational dynamic and employ my skills and knowledge to help organizations to utilize their resources more effectively. I am seeking challenging and rewarding work in the field of operations, marketing & sales, and will like to work in a firm where individual expertise is leveraged for the best of organizational performance.

# brief overview

* Expertise in working in fast-paced, high tech environments requiring skills in scheduling, management, training and team building. Proven record and sales development.
* Sound understanding of business development and finance management particularly of insurance with a global mindset and strong and conceptual abilities.
* Trained on various aspects of promotions, customer Relationship Management and Institutional Sales.

# professional experience

* Started working as an FSC (Financial service consultant) BANCA, ICICI BANK from July 2013
* Working as a AFSM (Assistant Financial Service Manager Branch Banking in STANDARD CHARTERED BANK)

# JOB PROFILE

**ICICI PRUDENTIAL LIFE INSURANCE COMPANY** is a joint venture between **ICICI BANK** and **PRUDENTIAL PLC** that came into existence in Dec 2000 after approved by **IRDA**. It is the first in India to receive a National Insurer Financial Strength Rating of **AAA** (IND) by Fitch Rating. In July 2014**, ICICI PRUDENTIAL LIFE** **INSURANCE PLC** entered into a strategic bancassurance partnership with **STANDARD CHARTERED BANK**. This is a part of larger agreement to expand the term and geographic scope of their PAN-ASIAN bancasurance partnership.

# RESPONSIBILITY FOR ICICI PRUDENTIAL

* Tracking the customer to meet the Life Insurance targets who have the HNI Segment Accounts with ICICI Bank-Wealth Management & Standard Chartered
* Coordinating with Referral Partners to hit the team targets of life Insurance including Branch Banking, Priority Acquisition Team, BSSM team, SME Department.
* Responsible for (FNA) financial need analysis of clients and suggest recommended products based on FNA report.
* Maintaining strong relationship building with clients and generate business.
* Achieving month to month business targets Focusing on HNI clients for big ticket/high premium policies.
* Managing and maintaining internal as well as external relationship with network clients.
* Making work status reports, portfolios of wealth clients and MIS.

# achievements

* Qualified for various EVP and SVP clubs.
* Certificate of excellence in selling Solutions.

# key qualities

Self motivated, enthusiastic and creative. Analytical and troubleshooting attitude, hard working, Friendly behavior, patience, Leadership and Teamwork. As a team player, I can offer employer intelligence and quick learning abilities, high-energy work ethics, good communication and analytical skills with high levels of integrity.

I respond well to a challenge and enjoy the opportunities to reap the rewards of hard work and dedication

# EDUCATIONAL QUALIFICATION

|  |  |  |
| --- | --- | --- |
| **Class/Degree** | **Board/university** | **Year of passing** |
| M.B.A | IMT (Distance Education ) | PERSUING |
| B.A | DELHI UNIVERSITY | 2011 |
| SR.SECONDARY | C.B.S.E | 2008 |
| INTERMEDIATE | C.B.S.E | 2006 |

# personal information

Father’s Name: Mr.Gurmeet Singh

Date of Birth: 08th August, 1989

Nationality: Indian

Gender: Female

Language Known: English, Hindi, Punjabi

Hobbies: Listening music, Painting, Reading books

# declaration

I consider myself familiar with electronics and communication aspects. I’m also confident of my ability to work in a team.

I hereby declare that all the information given above is true and correct to the best of my knowledge.

Date:

Place: Surinder Kaur