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8200437277

OBJECTIVE

Seeking an Organization Offering Good Opportunities for Career Growth And Knowledge Enhancement. To Utilize My Skill, Knowledge And Attitude Towards Growth Of The Organization.

HDFC LIFE

As A CSM– Partnership Alliances

Since MAY 2021 To Till Date

Roles And Responsibilities:

1. Responsible To Generate Sale Through **BAJAJ FINSERV**
2. Currently Handling Across Gujarat location
3. This is team management profile in which 8 CAM & SR CAM direct report to me & I direct reporting to REGIONAL HEAD
4. Maintain Relationship With **BAJAJ FINANCE** Regional Head & Branch manager and making business strategies & making new contact month on month & download to them.
5. Helping Employees To Understand Product.
6. Solving Customer Queries And Smoothen The Login And Conversion Process
7. Drive Contest, Schemes Etc. To The Branch Employees
8. Weekly Meetings With Branch Head And Branch Employees
9. Daily Reporting Of Lead Generation, Lead Closures And Pipeline Calls
10. Responsible For Achievements Of Sales Targets

Cholamandalam MS General Insurance

As A Area Head – Bancassurance Channel

Since November 2019 To May 2021

Roles And Responsibilities:

1. Responsible To Generate Sale Through Indusind Bank
2. Currently Handling Across Ahmedabad & Saurashtra region.
3. This is team management profile in which 10 FSM direct report to me & I direct reporting to State Head
4. Maintain Relationship With Indusind Bank Regional Head Zonal head Banca head & Branch manager and making business strategies & making new contact month on month & download to them.
5. Helping Employees To Understand Product.
6. Solving Customer Queries And Smoothen The Login And Conversion Process
7. Drive Contest, Schemes Etc. To The Branch Employees
8. Weekly Meetings With Branch Head And Branch Employees
9. Daily Reporting Of Lead Generation, Lead Closures And Pipeline Calls
10. Responsible For Achievements Of Sales Targets

Aditya Birla Life Insurance Co Ltd

As A Private Banking Manager – Bancassurance Channel

Since September 2016 To November 2019

Roles And Responsibilities:

2. Responsible To Generate Sale Through **Hdfc Bank**
2. Currently Handling Ahmedabad Branches.
3. This is team management profile in which 7 RO direct report to me & I direct reporting to Regional Head
4. Maintain Relationship With **Hdfc Bank** Regional Mangers
5. Helping Employees To Understand Product.
6. Solving Customer Queries And Smoothen The Login And Conversion Process
7. Drive Contest, Schemes Etc. To The Branch Employees
8. Weekly Meetings With Branch Head And Branch Employees
9. Daily Reporting Of Lead Generation, Lead Closures And Pipeline Calls
10. Responsible For Achievements Of Sales Targets

Canara HSBC OBC Life Ins Co. Ltd

As A – senior key account manager - Bancassurance Channel

Since June 2013 To September 2016

Roles And Responsibilities:

1. Responsible To Generate Sale Through **Centrum housing finance ltd**
2. Currently Handling Across **Centrum housing finance ltd** Branches
3. Maintain Relationship With Canara Bank Employees And Close The Leads Generated By Them.
4. Helping Employees To Understand Life Insurance Products
5. Solving Customer Queries And Smoothen The Login And Conversion Process
6. Drive Contest, Schemes Etc. To The Branch Employees
7. Weekly Meetings With Branch Manager And Branch Employees

8. Daily Reporting Of Lead Generation, Lead Closures And Pipeline Calls
9. Responsible For Achievements Of Sales Targets

TATA AIA LIFE INSURANCE

As A Sr. Relationship Manager – Direct Channel

Since January 2010 To June 2013

Roles And Responsibilities:

1. Responsible To Generate Sale Through existing customers & lead generation through tele sales
2. Solving Customer Queries And Smoothen The Login And Conversion Process
3. Daily Reporting Of Lead Generation, Lead Closures And Pipeline Calls
4. Responsible For Achievements Of Sales Targets

ACADEMIS DETAILS

Qualification	Year of passing	Board	Institute Name	Percentage (%)
<i>B.COM</i>	Jun 2009	Guj Uni	CU Shah City Commerce College	61.11
HSC	March,2006	GHSEB	J.P. High School	59.00%
SSC	March,2004	GSEB	Anupam Vidhyavihar	54.27%

PERSONAL INFORMATION

Full Name	Ronak Jashvantsingh Lodha
Permanent Address	2566 -b, Motilodhavad, Nr.Ladushapir Kadiyanaka, Dariyapur Ahmedabad-380001
State	Gujarat
Date Of Birth	16 th Jun,1989
Gender	Male
Nationality	Indian
Languages Known	Gujarati, Hindi, English
Hobbies	Cricket, Travelling,Listening Music

I Here By Declare That The Information Given Above Is True To The Best Of My Knowledge And I Bear The Responsibility For The Correctness Of The Above Mentioned Particulars.

YoursFaithfully
Ronak J Lodha