



Prakash Kumar Sharma



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CORE QUALIFICATIONS

- Business development
- Business strategy
- Microsoft Office Suite expertise
- Time management
- Marketing
- Communication skills
- Problem-solving
- Market understanding

EDUCATION

2013

**Rajasthan University,
Rajasthan**

Bachelor Degree of Business
Administration: Business
Administration

PROFESSIONAL SUMMARY

- A dynamic professional experience with over 8 Years of experience in General Insurance Industry (Sales & Marketing), Channel Management, Sales Promotion; Collection & Administration and Client Relationship Management across diverse sectors.
- Experience in managing all phases of sales development cycles from strategic sales development tie up, prospecting, detailed presentations & negotiation to closing & follow up activities.
- Demonstrated abilities in cementing healthy relationship for generating business, leading towards accomplishing business and corporate goals.
- Possess excellent interpersonal, communication and analytical skills and demonstrated abilities in customer relationship management.

EXPERIENCE

01/2019 - Current

Aditya Birla Insurance Broker Ltd | Ahmedabad
Area Manager

- Retail- OEM Channels -Ahmedabad, Gujarat) Accountability
- Developing OEM channel (Ashok Leyland, JCB, TVS and other Electric Vehicle Tie up) in Motor Insurance Vertical
- Dealer MISP Completion, Training & Maintain Relationship
- Developing New local level tie up with Dealers other than OEM
- Includes achieving profitability of the branch through OEM Vertical
- Planning activity to increase penetration and renewal conversation
- Provide portal training, Policy issuance & other support
- Claim support
- Pay Out, GST concern & monthly audit
- Tracking 64 vb pendency and premium collection in TAT
- Regular dealer visiting in my territory.
- Used excellent problem-solving and issue-resolution strategies to rectify difficulties quickly and effectively.

- Implemented new processes and procedures tactfully and with enthusiasm.
- Monitored and responded to competitor activity to stay ahead of marketplace trends.

04/2018 - 01/2019

Tata Aig General Insurance Co. Ltd | Jaipur
Channel Sales Manager

- (Agency Channel - Jaipur, Rajasthan) Accountability
- Developing Agency channel in Motor Insurance Vertical
- Agent's recruitment, Training & Maintain relationship
- Current responsibility includes achieving profitability of the branch through Agency Vertical and Financiers
- Planning activity for agents at branch level
- Provide portal training, Policy issuance & other support
- Claim service part for all channels
- Presenting companies goodwill in Sales & Marketing
- Managing healthy relationship with channel, Operation department & claim department
- Help to stop wrong activities in market.

09/2016 - 03/2018

Muthoot Securities Limited | Jaipur
Sales Manager
detailed

- (Bancassurance -Rajasthan Rajathan) Accountabilities
- Developing General Insurance Business in all Muthoot Finance branches in Rajasthan & MP (Approx 285 branches)
- Handling 25 Team member who directly responsible for General Insurance Business generation
- Review all branches and Direct Team members
- Planning activities & training for branches at Regional Office level
- Managing corporate Tie up
- Directly responsible for 35 branches for Gold Loan Business
- Recruitment & Training for new employee for General Insurance Division
- Claim service part for all Muthoot Customers.
- Monitored sales team performance and provided effective training to help reach targets.

12/2014 - 09/2016

Shriram General Insurance Co. Ltd | Jaipur
Marketing Executive

- (Agency, OEM, NBFC & Bank - Jaipur, Rajasthan) Accountabilities
- Managing operations across Jaipur for the GI Business
- Current responsibility includes achieving profitability of the branch through Agency, Oem, NBFC and Banks
- Servicing existing channels
- Recruitment new Channels (Agent, dealers & Financiers)

- Planning Activities for channels at the branch level
- Managing corporate and business relationships.

10/2013 - 09/2014

ICICI Prudential Life Insurance Co. Ltd | Jaipur
FSC - Bancassurance

- Accountabilities
- Directly responsible for Selling Insurance Product and deliver quality service in the market with help of Bank Employee
- Provide Motivation and impart knowledge to the Bank Employees for enhancing and upgrading their individual performance and skills
- Interact with customers to communicate the product, pricing and building Brand image by enhancing customer awareness
- Focus on customer satisfaction by handling customer feedback and Minimizing customer Grievances by providing them after sales service effectively.