

Palash Jain

Unit sales Manager

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Career Objective:

- ✂ To work in an organization where I can excel my career and at the same time meet the objective & goals of the organization
- ✂ Well versed with the concepts of Marketing and Sales and understanding the aspects of Customer Relationship Management.
- ✂ A proactive learner with a flair for adopting emerging trends to achieve overall objectives

Academic Qualification:

Qualificatioesn	Board / University	Year of Passing
PGDM	All India Council for Technical Education	2019
Bachelors in Commerce	Devi Ahilya Vishwavidyalaya	2017

Work Experience:

ICICI Lombard General Insurance

Duration – 8th of Sept to to till now

Channel – KRG

Vertical – HDFC Assets

Scheme of merger come into effect on 8th of Sept & we are now part of ICICI Lombard GI

Role/KRA – No change in role & KRA

Bharti Axa General Insurance Company

Duration: June 2019 to 7th of Sept 2021

Channel: Bancassurance

Vertical: HDFC Assets

Role/KRA –

- Handling various channel of HDFC bank (Mortgage, Unsecured Loan, Working capital & cattle Business)
- Conducting training of product to the HDFC bank team
- Did Channel activation & start new
- Sourcing business & keep tracking Disbursement
- Working on Bank Insurance Penetration & MIS Management
- People Management & Conflict Resolution
- Did Cross Sell & maintaining product mix

Confidential

Internship program:

Company: LANDMARK INSURANCE BROKERS (P) LTD.

Duration: 4 weeks

Role / KRA -

- Overview of GI Marketing, Sales, Underwriting and claims
- Lead Generation via cold calling
- Work In Direct Selling Team (Motor Insurance)

Company: NJ India Invest Pvt. Ltd.

Duration: 4 weeks

Project - Investment Avenue and Financial Planning Mutual Fund

Role / KRA -

- Identifying investment avenues | Generation of Leads
- Financial Planning with Mutual Fund, visiting customers, educating them about the Mutual fund
- Creating Partners for the company

Workshops & Certification:

General Insurance Workshop

GI | Principles

Motor Insurance

Insurance Law and Regulations

Marketing of Insurance Services

- Digital Marketing
- Workshop on Dignity & Entrepreneurship
- Workshop on GST
- N.C.C. 'A' GRADE CERTIFICATE
- N.C.C. CAMP CERTIFICATE
- **Licentiate Certified By III Institute**

Management Skills:

- Adaptability
- Team work
- Conflict Management

Business Skills:

- Marketing Communications
- Relationship Management

Computer Proficiency:

- Proficient using MS Office suite
- Awareness about various Internet tools

Personal Details:

Date of Birth : 23rd April, 1997

Languages known : Hindi, English