

DHANANJAY R PANDEY

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: B /101, OMKAR 2 NEAR ANUSHTHAN BUNGLOW DIVINE LIFE SCHOOL VATVA
CANAL ROAD

AHMEDABAD 382405

Career Objective:

To work in a position where I will increase gains in profit performance, revenue growth and market share by using my expertise and skills in business management and entrepreneurial drive.

Academic Details:

- **Bachelor of Arts (B.A.)**

Education Board : Gujarat University

Passing Year : March-2011

Grade : Second Class

Professional Experience:

- **Current Experience:**

Company Name : **Harita Insurance Broking LLP**

Position : Deputy Manager-Retail Business

Period : 10th May,, 2021 to Continue

Work Profile :

- Maintain good relationships with clients so that the business can maximize the value of those relationships
- Identify key contacts at potential client companies to establish and foster relationships
- Participate in one-on-one meetings with clients to explain services to guide their choices
- Understand the problems and challenges of clients and identify ways the business could better address those needs
- Build long-term relationships with clients and customers
- Grow the business by identifying new sales and business development opportunities
- Seek opportunities to cross-sell or upsell to existing clients
- Monitor and assess the activities of our competitors to proactively satisfy and retain our clients
- Provide excellent service to maintain a positive reputation for the business
- Resolve any customer complaints promptly and professionally
- Set revenue targets and develop and execute a strategy to meet them
- Help promote and maintain a positive company image

- **Past Experience:**

- **Company Name : Aditya Birla Insurance Brokers Ltd**

Position : Area Sales Manager-Retail Business

Period : 26th February, 2018 to 7th May 2021.

- **2. Company Name : Cama Motors Pvt. Ltd. Ahmedabad**

Position : Insurance Manager

Period : 20th August, 2016 to 24th February, 2018

Work Profile :

- Handle Tata Motor Insurance.
- Handle in Renewal Team.
- Regularly Issue Insurance of new car as per Delivery.
- Calculate policy premiums and communicate the same to the customers.
- Offering vehicle insurance to customers and providing them with a thorough explanation of aftermarket products and complete explanation of manufacturer and dealership service procedures and policies.
- Claim team coordination.
- Responsibility in Dealer property insurance.
- Responsible for delivering month on month growth in motor insurance renewal premium as per business plan of the organization

- Gaining new business by identifying and exploiting opportunities in the local market.
- Calculate insurance pay-out and claim from insurance company on monthly basis.
- Developing and maintaining good working relationships with clients, primarily insurance brokers and independent financial advisers (IFAs)
- Provide guidance and advice to management on developing, implementing and revising insurance programs and policies.
- Monitoring and guide insurance advisor for selling policies and to increase the numbers in profits and clients.
- Manage insurance data for reports.
- Expertise in Excel. Maintaining data of dealership
- Handling the all type of office work.

3. Company Name : ICICI Lombard GIC. Ltd. Ahmedabad

Position : Asst. Insurance Manager (Sales)

Period : 01st March, 2014 to 01st August, 2016

Work Profile :

- Handle Maruti Suzuki Dealer.
- Issue new car policy as per car's delivery.
- Explain ICICI insurance to the customer and convince them.

- Endorsement of insurance (name transfer, cng endorsement, add of accessories).
- Understand the clients' requirements and may request the higher officials to make certain amendments in the insurance policies to suit the customer's requirement.
- Work on the given sales target and achieve it by using different means.

4. Company Name : Kataria Automobiles Pvt Ltd S G Road, Ahmedabad

Position : Sr. Maruti Insurance Operator

Period : 01st August, 2013 to 28th February, 2014

Work Profile :

- Handle MI (Maruti Insurance) Maruti Suzuki software.

5. Company Name : Cargo Motors Pvt Ltd S.G Road, Ahmedabad

Position : Sales Executvie

Period : 01st July, 2011 to 31st July, 2013

Work Profile :

- Sell new and used cars to individuals (and sometimes to businesses).
- Converting showroom visitors into customers by understanding their needs and interests, and matching them to the most appropriate car.

- Demonstrates Product by explaining characteristics, capabilities, and features; taking drives; explaining warranties and services.
- Closes sales by overcoming objections; asking for sales; negotiating price; completing sales or purchase contracts; explaining provisions; explaining and offering warranties, services, and financing; collects payment; delivers Product (Car).

Personal Details:

Father's Name : Ramvadan R Pandey

Date of Birth : 10th August, 1989

Gender : Male

Marital Status : Married

Languages Known : Hindi, Gujarati and English

Skills : Ability to build, foster, and maintain positive professional relationships

Devotion to high-quality customer service
Knowledge of relationship management best practices
Problem-solving and conflict resolution capabilities
Willingness to develop an in-depth understanding of the business and related Services

Strengths : Attitude to Learn For Growth
Optimistic, Honest, Sincere and Hardworking
Result Oriented Person with Innovation Approach
Dedicated, Responsible.
Focused, Open Minded, Positive, Team Player

Achievement : I came to the second number in west zone (insurance) in

2017 (**Cama Motors**)

Declaration:

I hereby declare that the above-mentioned information is true to the best of my knowledge.

Signature.

(Dhananjay R
Pandey)