

Vikas Vatwani

M. 9725505285

Email. Vikas.vatwani@gmail.com

OBJECTIVE

Undersign is professionally qualified Manager and analyst with varied & indepth experience in Marketing, Financial segment and Channel Development. Proven abilities in defining company direction, achieving targets, nurturing the talent pool and developing new -chain businesses. Now looking for new and challenging assignments to add value to the organization I work for, to the people I work with and to self.

STRENGTHS

With a vast experience of over 16years in varied setups, the strengths are People Management, Communication, Team-Building and Decision-Making with due OPTIMISM.

Professional Experience and Significant Achievements

BHARTI AXA LIFE INSURANCE- Direct Distribution May 2008 – till date

-Associate Vice President (Gujarat & Rajasthan)

Undersign is responsible for various Channel Management & other segments for the Direct Marketing piece. Solely responsible for Region & Team Development, Sales Plan & Revenue Achievement, Process Development & Quality Control measurement.

Channel Management:

- **Book Management:** Successful management of Existing Customer book with high efficiency on Meetings (83%) & Conversion (6%)
- **Persistency & Customer Management:** H1 Persistency stands at 79% with book size of 8crores plus best in class customer management with around 95% customer retention
- **Telemarketing & Online Sales:** Have the conversion of 12% with the ATS of 40k with 1000 leads MOM
- **Wealth Customers:** Have the portfolio of 500 HNI customer with the high in class persistency
- **Service 2 Sales:** With around 20 strong network of highly trained Branch Customer Service Executive – delivered around 1.25crores of productivity in August'20
- **Reference Model:** Able to generate 30% of distribution sales from open market operation by driving 100 References thru Callathon activity per month

Job profile revolves around setting up the Branches, Team & Strong yet consistent distribution step up.. Job profile also includes development of the various business channels considering their objectives as the significant one.

Major Achievements:

- Successfully completion of KPI 2019-2020 with the Rating of 4 on 5 Ps achievement
- Promoted to State Head(Senior Manager Level) in the month of April 2019 with success achievement(200%) of unique KPI's
- Promoted to Cluster Manager (Manager Level) in the month of April 2015 basis more than 115% achievement of goal sheet. Increased revenue considerably well since 5 years (portfolio consists of 100% of traditional mix) with well sustained paramount persistency i.e. best in the class
- Promoted to Senior Area Head (Manager Level) in the month of April 2014 on achievement of 125% goal sheet.
- Promoted to Area Head (Manager Level) in the month of April 2013 based on consistent achievements on the KEY Performance Indicators (parameters) such as Sales Plan, Product Mix and Productivity.
- Promoted to Associate Area Head(Associate Manager Level) in the month of April 2012 based on consistent business achievements, Employee Productivity.
- Got Promotion and promoted to Senior Sales Manager in the month of June 2010 pioneer as far as the promotion goes in the entire zone based on Internal Assessment and goal sheet overachievement.
- Able to deliver consistent business of around 15million in last financial year i.e. average productivity of per FA around 180000
- Won 2 foreign convention i.e. Thrilling Thailand and Amazing Australia(Aug 10) as Rank No.4 and Rank No.3 pan India in the respective contest
- Recruited staff introduced induction programs and delivered training.
- Able to deliver good coaching which in turn reflecting in the employee development and career path
- Also qualified for Field Advisory Council & held in Feb 09(only 10 people qualified, 2 per zone) based on 2nd highest achievement as far as premium collection is concern in OND 08
- Qualified for CEO club Dubai Convention in the quarter of JAS 11. Top amongst the only two qualifiers.
- Qualified for Tashkent Trip & Malaysia Trip for the month of Feb2012 and March 2012 Respectively.
- Qualified among the 8 only qualifiers for CEO club contest – Moscow.
- Qualified for Thailand Contest 2012 Dec.
- Qualified in the International Convention for Singapore March 13'.
- More than 45% contribution in Branch achievements & Revenue Target.

Despite the current pandemic, able to generate & stabilize strong business traction, maintaining high productivity.

ICICI Prudential Life Insurance –Bancassurance Nov 06’ – April 08’

-Financial Service Manager- Ahmedabad

Undersign have worked as Financial Service Consultant in Banc assurance Channel. Job profile includes selling on Life Insurance business through different channels i.e. RLG (Retail Liability Group), PBG (Private Banking Group), NRI & IBG (International Business Group) and INS (Investment and Service) group. Also was responsible for selling Health Insurance Policy. Developed good relationship with the partners by aligning me in Branch revenue targets achievements.

Major Achievements:

- Sold more than 150 life insurance policy with the premium collection of Rs 2.29 crore and 375 Health insurance in a calendar year.
- I have built around 100 HNI portfolio by helping them to invest in different market instrument bases there individual risk and return ratio.
- Have won lots of awards and prizes i.e. 2 times Gold achievers club and miniature bat (the same acknowledge by VP- Health)
- Received certificates and Trophy for the Best FSC PAN Gujarat 5 times in my whole tenure

HDFC Bank Ltd – Sales Officer April 06’ – Nov 06’

Worked as Sales Officer in CASA Department and was based in Shahibaug Branch. I was responsible for Selling of Core products i.e. Savings, current and Fixed Deposits and Cross (third Party Products) i.e. Life Insurance, General Insurance and Mutual Funds.

ICICI Bank Ltd – Sales Executive Team Leader June 04’ – March 06’

Initially I was appointed as Financial Executive and was on payroll of Team Lease Service. I was responsible for the sale of General Insurance Products of ICICI Lombard and was based at Naranpura Branch. After 6 months I was transferred to ICICI Bank for the post of Sales Executive Team Leader in CASA channel. I was handling 7 Marketing Representative and was responsible for selling saving, FD and RDs.

EDUCATION QUALIFICATION

- I have completed my schooling from K.G.K English School (affiliated with Gujarat Board) with the distinction grade throughout.
- I have completed my bacalaurate i.e. Bachelor of Business Administration with distinction grade in 2005 from N.R. Institute of Business Administration (Gujarat University) in Marketing and Finance as a specialization subjects.
- Undersign is pursuing PGDBM course from Symbiosis Institute of Distance Learning - Pune (affiliated to Symbiosis University) from 2020.

ADDITIONAL ASSIGNMENTS ACCOMPLISHED

- I have completed Short Term Executive Training Program on Being an Effective Business Manager & Successful Leader at IIM-C.
- I have worked as a Management Trainee in Intellect Support Service DST of (Citi Bank Personal loan). Role involved was to setup the Personal loan department i.e. products and process.
- I have also prepared various projects such as:
 - Industrial Project on GMM Phaulder Pvt Ltd.
 - Finance report and analysis of Flex Engineering Pvt Ltd.
 - Group Project on Viability and Functioning of Traditional cinemas and Multiplexes

ASSETS

- Fluent communication skills in English, Hindi, Sindhi and Gujarati.
- Good Presentation and Interpersonal Skills.
- Good Business Development-Knowledge and Team Development Skills.
- Self confidence, Self Motivate and Self Driven personality.
- Quick and smart responsiveness to any changes.
- Good Cognitive skills.
- Believes in investing time and knowledge to build good team.
- Good objection handling and convincing skills (with both internal and external customer)
- Passionate towards job (organizational and individual goals)
- Fearless to adopt different business strategies.
- Thorough professional individual.
- Eagerness to learn and inculcate the best practice in the team.
- Commendable problem solving skills.
- Consistent Performance in versatile activities.
- Varied yet valued added process and experience
- Confident, pleasing yet commanding personality with good people handling skills.
- Consistent Performance in versatile activities.

PERSONAL DETAILS

DATE OF BIRTH : 02nd Feb' 1985
HOBBIES : Sporting, Music and Learning
MARITAL STATUS : Married with 2 Kids
LOCATION : 31/1, Geeta Park Soc, New G Ward, Kubernagar
Ahmedabad

Vikas Vatwani