

# RESUME

**Sandeepkumar Shrikant Pandey**

**Phone No:** 8866212402(M)

**E-Mail:** [pandeysandeeep14@gmail.com](mailto:pandeysandeeep14@gmail.com)

**Address:** 20/2, Umang flat, Bapunagar,  
Ahmedabad-380024

## Career Objective

To secure a challenging and rewarding career in the reputed organization, where helping the firm and its client to achieve excellence in quality and service with optimum use of my skills.

## Education Qualification

NO	DEGREE	BOARD / UNIVERSITY	YEAR	CLASS
1	M. Com	Gujarat University	2007-08	Second
2	B. Com	Gujarat University	2004-05	Second
3	HSC	Hariyana Board	2000-01	Second
4	SSC	Hariyana Board	1998-99	Second

## Experience

### •SBI General Insurance co Ltd. Designation: BDM

- Maintaining and building Good Relationship with channel Partner
- Doing joint call with Channel partner
- Recruit IMF, POSP and Co-Op Bank for Business
- Working period - Date of Joining 7/02/2023 to till date

### •India First Life Compant Ltd. Designation: BDM

- Maintaining and building good relationships with Channel Partner so as to get business month on month.
- 13<sup>th</sup> Month Persistency – Other renewal follow-up and collections
- Doing joint call with them stating the process of insurance selling.
- Working Period: Date of Joining 15/01/2021 to 04/02/2023 Till Date.

### •Aegon Life Insurance Co Ltd Designation: Sales Manager

- Maintaining and building good relationships with Channel Partner so as to get business month on month.
- Coordinating with BM's, TM's, AM's and Regional Heads so as to increase the business.
- Doing joint call with them stating the process of insurance selling.
- Manage equity channel partners as well as franchise model and B2B model also.

- I have managed the Bonanza Portfolio Limited, Bajaj Capital, Robinhood, Gennext, SMC Global and BlueChip channel partners.
- Working Period: Date of Joining 22/10/2014 to 06/12/2020.
- I have worked in “**UM Broker Pvt Ltd.**” as a “**Sales Manager**” for Life Insurance since September 2013 to Oct 2014
- I have worked in “**Bajaj Allianz Life**” as a “**Assistant Sales Manager**” for Tied Channel (October 2012 to August 2013 )
- I have worked in “**India Infoline (IIFL)**” as a “**Group Leader**” in **Tele Marketing** (2008 to Oct 2012 )

### **Achievement**

- I had won the Best Team Build up Certificate in Bajaj Allianz Life
- I had won the GOA Carnival Contest in December 2014
- I had won Star of the Month Award in January 2016
- I had won Certificate of Appreciation in Renewal Premium collection in October 2017
- I had won star Award in December 2018

### **Personal Profile**

<b>Date of Birth</b>	<b>:</b>	<b>7<sup>th</sup>, June 1984</b>
<b>Gender</b>	<b>:</b>	<b>Male</b>
<b>Marit Status</b>	<b>:</b>	<b>Married</b>
<b>Nationality</b>	<b>:</b>	<b>Indian</b>
<b>Language Known</b>	<b>:</b>	<b>Hindi, Gujarati and English</b>
<b>Interests</b>	<b>:</b>	<b>Listening music and Traveling</b>
<b>Soft Skills</b>	<b>:</b>	<b>Ability to face challenges, planning &amp;time management</b>

### **Declaration**

I would like the opportunity to associate myself with your esteemed institution for enhancing my capabilities and horizons. I shall put in my best efforts and make it a successful endeavor.

**Date:**

**Place:** Ahmedabad

(SANDEEP S. PANDEY)