

DIVYESH RAMI



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SALES PROFESSIONAL



LOCATION
Gujarat

Strategic, visionary, risk-taker and achiever with experience in conceptualizing & implementing effective ideas & strategies which adds value to organization through inspiring leadership & innovative excellence in **Strategic Sales & Marketing, Business Development and P&L Management**



PROFILE SUMMARY

- ❖ Result-driven professional with an extensive experience of 5+ years; proficiency in overcoming complex business challenges and making decisions in **Sales & Business Development in Insurance industry**
- ❖ Consistent Top Performer with skills in excelling in delivering business value with high morale; **grown with the hierarchy and managed various roles (portfolio levels)**
- ❖ Fusing strategic drive & vision to identify organizational strength/ weaknesses to **manage new vertical/ channel** and redirect missions, managing markets & zone and harvest untapped business opportunities
- ❖ Notable success in building opportunity for accessing new markets through appointment of **new channel partners, distributors/networks**
- ❖ Expertise in **harvesting untapped business opportunities** and led the **expansion of distribution network**, accomplished steady increase in sales consistently and developed relationships with the distribution networks to develop new opportunities
- ❖ Leveraged capabilities in administering the entire spectrum of **Sales, Business Development & Marketing** encompassing relationship management, administration, market analysis, development of new markets and market segments



CORE COMPETENCIES



Strategic Sales



Channel Management



Agent Management



Business Development



Distribution Management



Recruitment/ Training



Direction, Vision, Oversight



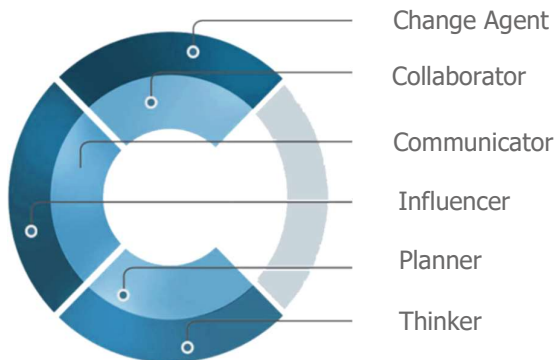
Revenue Generation



Stakeholder Management



SOFT SKILLS



EDUCATION



PGPM (Marketing+ Finance) from ICFAI Business School, ICFAI University in 2017



B.Com form J.G.College Of Commerce, Gujarat University in 2014



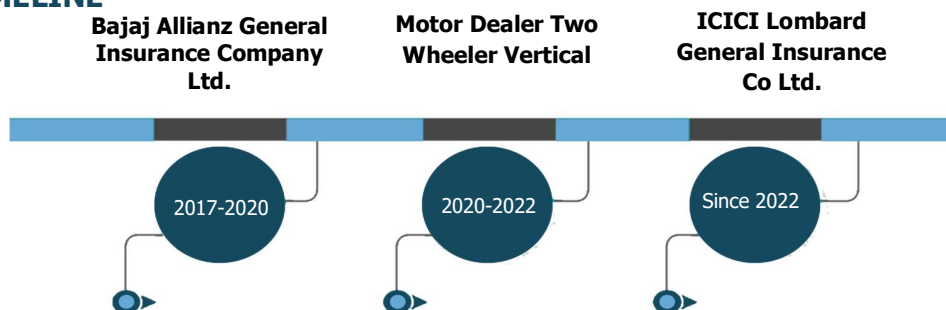
PROJECT

Curious18 Education Solutions

Project Title: B2B Tie-Ups For Curios18 Education Solutions



CAREER TIMELINE





NOTABLE HIGHLIGHTS

- ❖ Pan India 3rd in premium achievement in 1st month of Bank Tie up
- ❖ Qualified 1st surat location GI Game Changer Campaign in Gujarat in Q2 in 2018
- ❖ Qualified 1st surat location GI Game Changer 2 Campaign in Gujarat in Q3 in 2018
- ❖ Qualified 2nd surat location GI Game Changer 3 Campaign in Gujarat in Q4 in 2018
- ❖ Qualified 1st surat location GI Game Changer 5 Campaign in Gujarat in Q4 in 2020
- ❖ Qualified dealers to foreign trips of organization



WORK EXPERIENCE

Since Aug 2022 with ICICI Lombard General Insurance Co Ltd.
Sr. Manager - Ahmedabad SME Agency

Key Result Areas:

- ❖ **Managing sales performance for channel partners** within designated geographic area; ensuring area meets projected goals and targets
- ❖ Creating **distribution networks across Ahmedabad** by coordinating, managing and monitoring the activities of different distribution channels together while ensuring optimal performance from individual channels
- ❖ Partnering with business operations to increase the company's **footprint, expand market share**, and generate sustainable **revenue gains**
- ❖ Creating a systematic approach to **increase reach through potential mapping and sales planning**
- ❖ Formulating & **executing go-to-market strategies** to leverage tremendous opportunities in terms of growth revenue & market penetration
- ❖ Performing **yearly sales & marketing forecasts and competitive analysis** for determining accurate performance levels and needs for growing the current and additional vertical markets and product categories
- ❖ **Safeguarding business & ensuring sustained growth**, focusing on achieving sales targets; expanding business reach
- ❖ Maintaining cross-functional relationship with departments including U/W, claims, finance & IT for fulfilling channel partner needs

Oct 2020 – Jul 2022 with Motor Dealer Two Wheeler Vertical
Area Sales Manager (Sr. Executive) Ahmedabad/ North Gujarat

Key Result Areas:

- ❖ Acquired new two wheeler dealers/agents in defined territory
- ❖ Negotiated with new dealer/agents for business and converting them by fulfilling their requirements as per organizational guidelines
- ❖ Maintained cross-functional relationship with other departments including U/W, claims, finance and IT for fulfilling any dealer/agent requirements
- ❖ Drove two wheeler business from dealers/agents apart from new two wheeler business in form of renewals, rollover and TP policies
- ❖ Drove maximum business from dealers during festival and organizational campaign and help them achieve mile stone of foreign trip
- ❖ Trained manpower with Bajaj policy issuance portal

Jun 2017— Jul 2020 with Bajaj Allianz General Insurance Company Ltd.
Sr. Executive (Banca-assurance)

Key Result Areas:

- ❖ Maintained 70%+ renewal ratios of own policies
- ❖ Tapped loan book customers as well as non-loan book customers and hence generating extra business from them
- ❖ Built strong relationship with the bank's regional office by visiting them at regular basis and keeping them up-to date with the ground scenario and drive business through them
- ❖ Maintained cross-functional relationship with other departments including U/W, claims, finance and IT for fulfilling any dealer/agent requirements
- ❖ Promoted and sold different products of the company through banks to their customers
- ❖ Drove business campaign and updated with the competitors movement in market



PERSONAL DETAILS

Date of Birth: 28/10/1993

Languages Known: Hindi, English and Gujarati

Permanent Address: 2, Aalap-3 Bungalows, Opposite Himali Towers, B/H Kenyug Apartments, Satellite, Ahmedabad, Gujarat-380015