

RAMKISHOR VYAS

Mob: 9829073409 ramkishor.vyas1002@gmail.com



CARRIER OBJECTIVE

To be a highly experienced Professional with comprehensive skills in Strategic Planning & Implementation, seeking a position in a dynamic value driven company wherein these skills will add value.

WORK EXPERIENCE: 16+ Years

ZONAL TRAINING MANAGER – BAJAJ ALLIANZ LIFE INSURANCE CO. LTD.

APRIL 2022 – PRESENT

Joined as Zonal Training Manager, managing banca- assurance (Axis Banca) of **West Zone** (includes team of CTMs, 685+ bank branches & 800+ sales force supporting) with following training responsibilities/activities:

- ❑ Identification & planning of learning needs.
- ❑ Design, Delivery & Execution of Planned Strategies.
- ❑ Stakeholder/partner engagement and management.
- ❑ Driving digital and mandatory program.
- ❑ MIS & dashboards preparations and visibility to stakeholders.
- ❑ Undertake projects for development of learning solution for business outcome or organization wide impact.
- ❑ Training Process & Effectiveness.
- ❑ Work closely with Zonal Heads in capturing needs for the Zone / Geography on an on-going basis.
- ❑ Counselling and Mentoring

CLUSTER MANAGER (L&D) – PNB METLIFE INDIA INSURANCE CO. LTD.

JULY 2010 – MARCH 2022

Joined as Training Manager, then promoted as Cluster Manager – L&D (**Leadership Role**), managed banca- assurance in **Rajasthan, UP & Gujarat states** (includes 1100+ bank branches & 350+ sales force supporting) with following training & HR responsibilities/activities:

- ❑ Training Process & Effectiveness
- ❑ Implement strategies, manage activities and align stakeholders to achieve desired results.
- ❑ Maintain a high level of knowledge and delivery skills through passing various certification processes.
- ❑ Encouraging Business Hygiene.
- ❑ Employee Retention by increasing FLS Productivity & Field Support
- ❑ Managing Stakeholders
- ❑ Decision maker & feedback seeker by counselling and mentoring.

BRANCH L&D MANAGER – FUTURE GENERALI INDIA INSURANCE CO. LTD.**November 2008 – July 2010**

- ❑ To Manage, Monitor and develop TSPs (Training Service Provider) and other assigned trainers.
- ❑ To conduct/facilitate/organize induction (IDP 1&2) and developmental training activities.
- ❑ Holistic Business Approach: To ensure advisors are selling Life + Non-Life Policies.

BRANCH TRAINER – TATA AIG LIFE INSURANCE CO. LTD.**September 2007 – October 2008**

- ❑ To conduct/facilitate/organize induction and developmental training activities for BAM, ABAM, PBA, BA, and Advisors and ensuring to activate the trained advisor within a month.

AGENCY MANAGER – ICICI PRUDENTIAL LIFE INSURANCE CO. LTD.**February 2006 – September 2007**

- ❑ To recruit a team of financial advisors to train, motivate and drive business through them.
- ❑ To explore new territories for right penetration and prepare marketing strategies for segments.

QUALIFICATION

- ❑ **LICENTIATE (Life Branch)**
Insurance Institute of India.
- ❑ **MBA (Finance & IT – 7.0 CGPA)**
ITS, Ghaziabad, 2004-06
- ❑ **Bachelor of Arts (BA)**
Jai Narayan Vyas University, 2000-03
- ❑ **'O' Level (Computer)**
DOEACC, 2002

PERSONAL INFORMATION

- ❑ Date of Birth : 10th Feb 1983
- ❑ Father's Name : Shri R.S. Vyas
- ❑ Marital Status : Married.
- ❑ Permanent Address : 357, Shri Ram Nagar, Backside RTO Office, Jodhpur (Raj) - 342001

Date:

Place:

(RAMKISHOR VYAS)

PROFESSIONAL ACHIEVEMENTS

ZONAL TRAINING MANAGER – BAJAJ ALLIANZ LIFE INSURANCE CO. LTD.

APRIL 2022 – PRESENT

- ❑ Ranked **No 1 ZTM** pan India and Qualified **“Elite Club”**.
- ❑ **Highest YTD Goal Sheet** Achievement under ZTM category.
- ❑ Implemented **“Power Hour”** Calendar in West Zone further implemented across India.
- ❑ Three CTMs were part of Top-5 CTMs across India in Jun, Jul & Aug Goal Sheet Achievements.
- ❑ Maintained **highest rank in POSP-SP** creations as a zone.

CLUSTER MANAGER (L&D) – PNB METLIFE INDIA INSURANCE CO. LTD.

JULY 2010 – MARCH 2022

- ❑ Achieved **1st Rank** Pan India in **“Trainer Leadership Board”** for YTD 2020-21 and quarterly AML’21, JFM’21 & OND’20.
- ❑ Qualified for **“Signature Club”** in Feb’20.
- ❑ Achieved **“Best Support Trophy”** from ZM & ZTM in Jul’13.
- ❑ Got **8th Position** PAN India YTD (Jan’13 – Jun’13) Goal Sheet Achievement.
- ❑ Only qualifier from Rajasthan for **“KIP Manali Tour & Trophy”** in September 2012.
- ❑ Achieved **“The Extra Mile for Trainer” Award** on Activation for the month of July & Mar 2012.
- ❑ Won **Rs.10000/- of Licensing Bonus** for having **Highest Licensing** with 150% of achievement.
- ❑ Achieved **1st, 3rd, 2nd, & 3rd Rank Pan India** in JAN, FEB, MAR & APR 2011 YTD Performance Criteria’s Respectively and **Qualified for Lonavala Conference**.
- ❑ Ranked in **Top 05 Trainers** Pan India in Activation and Advisor Productivity in SEP 2010.

BRANCH L&D MANAGER – FUTURE GENERALI INDIA INSURANCE CO. LTD.

November 2008 – July 2010

- ❑ Achieved **6th Rank Pan India** in L&D Performance Criteria’s for the month of FEB 2009 and **Qualified for Travel Voucher** and **2nd Rank Pan India** in Branch Activation Tracker for the Month of JUN 2009.
- ❑ Based on the performance of Jun’09, Qualified for the **“Scroll of Honor Award”** in JUN 2009.

BRANCH TRAINER – TATA AIG LIFE INSURANCE CO. LTD.

September 2007 – October 2008

- ❑ Created the **Country’s First & Second MDRT** of 2008 for TATA AIG Life, India.
- ❑ Got the **No. 1 Position Pan India** in Halla Bol Contest with the FYP of Rs. 37, 00,000.
- ❑ Got the **“Wonder Kid” Award** for exceeding expectations of the organization and received Performance Bonus for the same.
- ❑ Nominated for the **“Sirius” Award** of Apr 2008.
- ❑ Qualified for the **“Certificate of Excellence” Award** and Won the **Sony Digital Camera**.