

# KRISHNA DAMA

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MOBILE NO - 9265401619

## CAREER OBJECTIVE

Take challenging opportunity anywhere and Complete in time. To work in Competitive nature and utilize my knowledge and experience in the sharpest way to help The Organization to achieve their goals.

## EXPERIENCE

<b>MAXLIFE INSURANCE COMPANY LTD</b>	<ul style="list-style-type: none"><li>• <b>Designation:</b> Agency development manager</li><li>• <b>Tenure:</b> 7th January, 2021 - Continue</li><li>• <b>Nature of Duties:</b>My job is Recruiting &amp; Managing Team.<ul style="list-style-type: none"><li>- Recruiting New Advisor &amp; make them financially successful.</li><li>- Taking Care of my whole agency team.</li><li>- Give my advisor product &amp; sales training.</li><li>- Conduct Team meeting &amp; gathering every month.</li><li>- Handle and take care of their renewal, new business, their promotion &amp; contest qualification.</li><li>- With the help of advisors complete my goal sheet &amp; promotion gates too .</li></ul></li></ul>
<b>AEGONLIFE INSURANCE COMPANY LTD.</b>	<ul style="list-style-type: none"><li>• <b>Designation :</b> Relationship manager</li><li>• <b>Tenure :</b> 24th April, 2019 – 31st December,2020</li><li>• <b>Nature of Duties:</b>My job is to manage direct marketing<ul style="list-style-type: none"><li>- Handling customers correspondence &amp; sending quotations to respective customer by email &amp; follow up &amp; F2F, and take follow-up for close the call.</li><li>- Building Relationship with customers.</li><li>- Collecting renewals.</li><li>- Making new customers and servicing to existing customers as well.</li><li>- Maintaining daily sales Report</li><li>- To take care of customers need and their requirements.</li><li>- And mainly to sale investment plans, protection plans and make good profit for company and for personal growth.</li></ul></li></ul>

## COMPETENCIES

- ✓ Sales & Revenue Generation
- ✓ Competitive Analysis
- ✓ Customer Service Tactics
- ✓ Punctuality
- ✓ Hard working
- ✓ Team work
- ✓ Dedication to work
- ✓ Effective Presentation Skills

## EDUCATIONAL QUALIFICATION

Qualification	Percentage	Year	Name of institute	University
B.COM	60%	2018	M.P.SHAH COMMERCE COLLAGE	SAU.UNI
H.S.C	83%	2015	THE SUNSHINE SCHOOL	GHSEB
S.S.C	80%	2013	PARVATIDEVI SHOOL	GHSEB

## COMPUTER PROFICIENCY

- ✓ Windows Operating System and Internet.
- ✓ MS - Word, Excel & power point with good operating speed.
- ✓ Letter and Notice drafting

## AWARDS / ACHIEVEMENTS

- I got 3<sup>RD</sup> rank(open jamnagar )in 2017 ramp walk fashion show of INIFD.

## ACHIEVEMENTS :

- I have qualified in foreign contest\_ PHUKET THAILAND in aegonlife
- Win star awards awards 2 times (quarter awards) in aegonlife
- Loyalty qualified in aegonlife (with amount of 35000)
- I have qualified for digital contest aswell achieving target by 300%. Achieve monthly
- Qualified cash contest of Kuala-lampur ( Malaysia) in MAXLIFE
- Got promoted in a max life within **12 months**
- Got 6 months mild stone award in max life
- Achieved certificates (monthly target achievement, digital contest)

**PERSONAL INFORMATION**

Name : Krishna Dama

Gender : Female

Birth Date : 24<sup>th</sup> June , 1998

Address : 36, Avadhirth Appartment

Ghatlodiya , Ahmedabad 380061,

Language : Hindi, English, Gujarati.

Hobbies : Travelling, Dancing, Photography, Painting.

**I hereby declare that all the above information is correct and accurate.**

**Regards ,  
KRISHNA DAMA  
Mo No. 9265041619**