Jayesh Jayswal

**Contact: 9033040145**

**Mail:jay.jayswal13@yahoo.co.in**

**To work in a globally competitive environment on challenging assignment that shall yield the twin benefits of Job satisfaction and paced professional growth.**

**SYNOPSIS**

* **Leverage and Manage Key relationship-based sourcing of Life Insurance in the city / region through multiple alliance partnerships with strategic business partners like Bajaj Allianz General, bharti AXA, MetLife India, Bajaj Allianz Life Insurance co ltd and Edelweiss Tokio life insurance co ltd etc.**
* **To meet Sales and Product Mix targets, encompassing the basic numbers as assigned in the business plan, to build up a profitable portfolio.**
* **Currently working as an Business Manage (GUJARAT,Rajasthan&MP) Banca Vertical in Edelweiss tokio life insurance co ltd. With over 15+years’ experience**
* **Previously working as an ASM (GUJARAT) Banca Vertical in BAJAJ ALLIANZ LIFE INSURANCE. CO Ltd,**
* **Ensure compliance within the established policies, practices and procedures relative to the securing, monitoring and managing risk related to the areas of responsibility and accounting within the business**
* **Demonstrated excellence in identifying and developing key and institutional clients for business excellence and accomplishment of targets.**
* **An effective communicator with strong analytical, interpersonal and problem solving skills.**

**ORGANISATIONAL SCAN**

**Business Manager in Edelweiss tokio life insurance co ltd**

**Job Profile:-**

* **Gujarat Rajasthan and MP State Catholic Syrian Bank (CSB )Relation Ship Banc assurance for Edelweiss tokio life insurance co ltd**
* **Responsible for the company sales and profit objectives within assigned territory and product portfolio**
* **Managing the relationship with the alliance partner at the front-line stage.**
* **Ensure Customer Relationship Management process is applied to Customers within assigned territory.**
* **Manage Colleagues in the team and ensure their ongoing professional development by providing coaching, mentoring and create an environment that encourages and generates high performance.**
* **Plan and execute new product launches and promotional activities, maintain high level of product knowledge, including competitive products.**
* **Exploring new market segments and tapping profitable opportunities.**
* **Managing 18 Branches of CSB with 8 Direct Repartees and Cluster Head and TPD Manager.**
* **Manage Relation with 18 Branch Managers and Other Bank Staff, Regular Be in touch with All Regional Manager of Bank TPD Managers Zonal Managers and provide them regular Feed Back Of ground and provide Regular MIS with Target/Achievement, Discussed Short in Achievement.**
* **To Achieve MTD and YTD Business Target Launch Contest at Branch Level and Arrange All RNR as Required.**

**BAJAJ Life Insurance Co Ltd. Gujarat (Dec 2018-Present)**

**Area Sales Manager “Gujarat”**

**Bajaj Allianz Life Insurance Co Ltd is in leadership position in India and as the Largest, independent listed pan-India life insurance group in India spanning 7 Rank In markets.**

**Bajaj Group is one of the oldest and largest conglomerates based in Mumbai, Maharashtra. The group comprises 34 companies and its flagship company Bajaj Auto is ranked as the world's fourth largest two- and three-wheeler manufacturer.**

**Job Profile:-**

* **Heading Gujarat State Ujjivan and Jana Small Finance Bank Relation Ship Banc assurance for BAJAJ ALLIANZ LIFE INSURANCE CO LTD.**
* **Responsible for the company sales and profit objectives within assigned territory and product portfolio**
* **Managing the relationship with the alliance partner at the front line stage.**
* **Ensure Customer Relationship Management process is applied to Customers within assigned territory.**
* **Manage Colleagues in the team and ensure their ongoing professional development by providing coaching, mentoring and create an environment that encourages and generates high performance.**
* **Plan and execute new product launches and promotional activities, Maintain high level of product knowledge, including competitive products.**
* **Exploring new market segments and tapping profitable opportunities.**
* **Managing 30 Branches of Ujjivan with 8 Direct Reporties and 35 Branches with 11 Direct Reporties of Jana Small Finance Limited.**
* **Manage Relation with 65 Branch Managers and Other Bank Staff, Regular Be in touch with All Regional Manager of Bank TPD Managers Zonal Managers and provide them regular Feed Back Of ground and provide Regular MIS with Target/Achievement, Discussed Short in Achievement.**
* **To Achieve MTD and YTD Business Target Launch Contest at Branch Level and Arrange All RNR as Required.**

**IDBI FEDERAL LIFE INSURANCE CO LTD (Aug 2010-2018Dec)**

**“Chief Relationship Manager North Gujarat “**

**IDBI FEDERAL Life Insurance Co Ltd We are backed by Europe's life insurance major, Ageas and India's leading banks, Federal Bank & IDBI Bank. Latest at Ageas Federal. We’re proud to partner**

**Job Profile**

* **Working In BANC Assurance With IDBI FEDERAL LIFE INSURANCE CO LTD With Chanel Partner IDBI Bank.**
* **Generate Business from IDBI Bank Existing/Fresh Client & Give him Service for company profitability.**
* **I have handle of 4 RM Team to Source New Business for Profitable Branch.**
* **Build business relation with client & generating maximum profitability.**
* **Regular Product training with partner and team**
* **Prepaid business MIS and publish to TPP manager and all branch managers regularly on mail**
* **Branch wise MTD/YTD targets and short falls sharing**
* **After sales services and claim settlement for smother process with customer and branch staff for build-up strong relationship**
* **I have got seven promotions with over achievements since joining.**
* **I have handle of All North Gujarat Idbi Bank Branches Team to Source New Business for Profitable Branch.**
* **I have qualified for Lots off Certificate Trophy and Plaque for Over Achieve My Targets.**
* **Felicitated with “Best Performer Award” by CEO in 2014 for the month of November.**

**MetLife India insurance co ltd (July2008-2010 Aug)**

**Job Profile**

## Key Performance Areas

## Sr. Financial Planning Consultant:

* **Working In Banc Assurance Vertical with Met LIFE ASSURANCE CO LTD with Multiple Chanel Partner.**
* **Generate Business from Jammu Kashmir Bank, Karnataka Bank, Dhan Laxmi Bank And Barcless Bank Client/Fresh Client & Give him Service for Bank profitability.**
* **Sales Life Insurance and Generate Maximum Revenue For Chanel Partners.**
* **Build business relation with client Bank Staff & generating maximum profitability.**
* **I have qualified contest in Life insurance Highest Achiever Pan India and Qualified for Certificate and Incentive In 2008.**

**Bharti Axa Life Insurance Co Ltd. Ahmedabad Gujarat (Jun 2007-208 Jun)**

**June2007 to june2008-Bharti Axa Life Insurance Ltd.**

**I have worked with “Bharti Axa Life Insurance Co. Ltd” as a Sr. Financial Advisor from Jun 2007 to Jun 2008**

**Other Work Experience For Non-Life**

**Bajaj Allianz General Insurance Co Ltd**

**I have worked with “Bajaj Allianz General Insurance Co. Ltd” as a Sr. Executive as an of roll on Team lease Payroll from Aug 2005 to Jun 2007 April 2004 to july2005-ICICI Bank Ltd.**

**ICICI BANK In Salary Account Opening Department**

**As an Executive from April 2004 to July 2005. Responsible for Open New Salary Account Given By Bank, and provide them Basic Service regarding Required Doc and Process. Be In Touch with Hr. Manager for New Joined Employee Detail As Per given By Bank Company List.**

**ACADEMIC CREDENTIALS**

* **Bachelor of Arts Batch 1999,**
* **Master of Arts Batch 2001,**
* **Post Graduate Diploma in Computer Application Batch 2003.**
* **ITS Skills: Conversant with Windows, MS-Office, and SAP & Internet Applications.**
* **Special Skill in Programing PPT MIS and Excel.**

**PERSONAL DOSSIER**

* **Date of Birth :- 07th Feb 1978**
* **Father Name:- Mr.Narayan Lal (Retried )**
* **Mother Name:- Lila Bahen (Home Maker)**
* **Sex:- Male**
* **Marital Status:- Married**
* **Linguistics: - Hindi, English,Gujarati**
* **Email:- jay.jayswal13@yahoo.co.in**
* **Address: - 90 Gayatri Nagar, B/H Market Yard, Near Primary School, Vadali Sabarkantha Gujarat-383235**

**References: - As per request.**

**Jayesh Jayswal**