



7903845578

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## EDUCATION

### Master of Business Administration (MBA)

Chandigarh University, Chandigarh  
2020 - 2022

### BBA

Arcade Business College, Patna  
2016 - 2019

### 10+2

Kendriya vidyalaya  
2014 - 2016

## SKILLS

- Communication
- Teamwork
- Leadership
- Problem-solving

## HOBBIES

- Cooking
- Traveling
- Reading
- Photography

# LAXMI KUMARI

## MBA IN MARKETING AND HR

## PROFESSIONAL SUMMARY

Seeking a challenging role in a reputable organisation where I can apply my management skills and prepare for increased responsibilities.

## EXPERIENCE

- June 2022 - August 2023

### Business Development Manager

**SBI GENERAL INSURANCE** / Jaipur

During my time at SBI GENERAL INSURANCE, I had the opportunity to work as a Banca insurance specialist. This role allowed me to utilize my knowledge of insurance products and sales strategies in order to effectively promote our offerings to potential customers through the bank's channels. Collaborating with both the bank and insurance teams, I was able to contribute to the overall growth and success of the company.

- Developed strong relationships with bank partners
- Conducted product training for bank employees
- Analyzed market trends to identify potential opportunities
- Collaborated with cross-functional teams for successful product launches

- October 2023 – January 2025

### Deputy manager

**HDFC ERGO** / Faridabad

I had the opportunity to work as a Commercial Insurance Banca at HDFC ERGO, where I gained valuable experience in the insurance industry. I was responsible for managing and growing the commercial insurance portfolio for the bank, while also maintaining strong relationships with clients.

- Developed and implemented effective sales strategies
- Conducted market research and identified new business opportunities
- Collaborated with cross-functional teams to ensure customer satisfaction
- Achieved sales targets consistently
- Provided expert advice on insurance products
- Conducted training sessions for bank employees on insurance products
- Maintained accurate records of sales and client interactions
- Built and maintained strong relationships with clients

## INTERNSHIPS

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- October 2017 - November 2017

### **Sales and service**

**Sony india pvt ltd** / Patna