SeniorUnitSalesManager

Nov2013–Oct2015 BirlaSunlifeInsurance

Chennai

InsuranceasUnitManagerWithpartnershipofLakshmiVilasBank

WorkedinBancassurancechannelforManialCignahealth

Partner-LakshmiVilasBank-SeniorUnitManager

ManipalCignaHealthInsurance

Nov2015-May2020

Liabilities-CASA

JanaBank-BusinessdevelopmentExecutive

Dec20-Dec2021

PresentPosition

Experience

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BancassuranceSales.

experienceinlifeinsuranceoperations,Loans,

lookingforaseniorposition,havewiderangeof

Profile

Adynamicprofessionalwithqualitativeexperience

XXX

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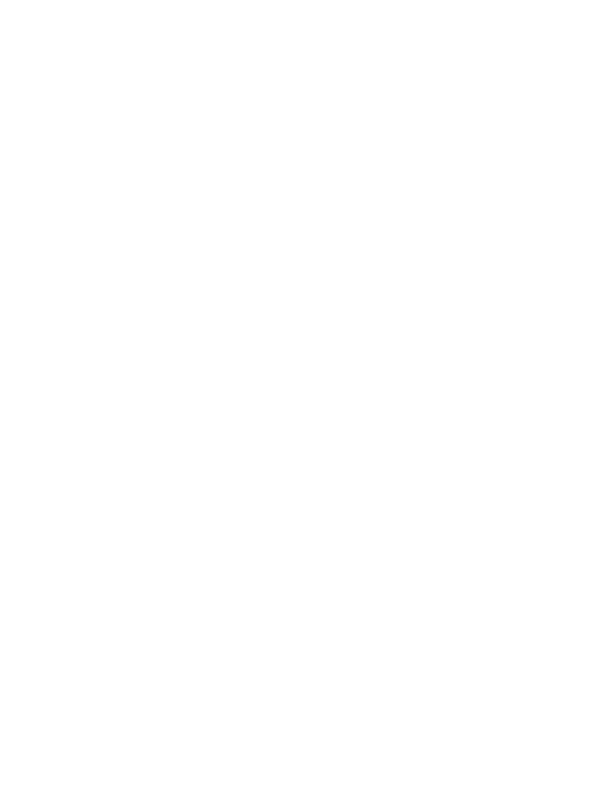
Chennai–600008

Mobile–XXX5

Egmore

No.6,HallsRoad Email-mvXXX11@yahoo.co.in

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CompletedBachelorsinEconomicsfromLoyolacollege-1999

CompletedMastersinEconomicsfromuniversityofmadras-2001

Education

 Maintainingdatabaseofapplicationsprocessed.

 Handlingoutwardtelegraphictransfersandprocessinginwardtelegraphictransfers.

 ProcessingofapplicationswhicharereceivedfromtheCentralProcessingCentre-Dubai.

Associate

June2003–Feb2004

ScopeInternational

Chennai

membersacrossbranches,conductingmonthlyinternalauditsforbranches.

 Havingmonthlyvisitstoallbranchesforsupervisionandconductingfrequentmeetingwithteam

profitthroughmaintainingqualityandachievingsigmascores.

 Supporting&mentoringtheteammemberstoconsistentlydevelopbusinessandincreasethecompany’s

requireddocumentsinordertoprocesstheclaims.

 Assistingteammembersinsettlingclaimswhereconsistentfollow-upsarerequiredforcollectingthe

filling,documentation,financials,etc.everyfortnightthroughoperationsofficers.

 ArrangetrainingsessionstothenewlyrecruitedSDM’sonoperationprocessincludingproposalform

receivedfromthehuboperations/SeniorManagement.

 Resolvinginternalqueriesfrom salespersonnel/OperationsOfficersaswellasrevertingthemails

 Designingprojectsandcomingoutwithnewideastoincreasebusinessandprofitstothecompany.

collectionsanddeposits,verifyingdailybusinessreports,Agencywork,licensingadvisors.

 Dailyactivitiesalsoincludeflowofdailyloginsofproposals,Renewalpremiumcollections,cash/Cheque

members.

 Adminstration,PartofHR,Branchsupportworkwaslookedaftermeforallbranchesthroughtheteam

 TeamMembersincludeoperationsofficers,graduatetrainees,Agencysupportofficers.

 Toensuremonthlysalestargetsareachieved.

 Toensureallqualitynormsaremaintainedforscrutinyofproposals.

Executive

Oct2004–Mar2008 HDFCStandardLifeInsuranceChennai

Achieveingaccuracyindoingtheprocess

Inboundandoutboundcallingdone

WorkedforAmazonprocess

WorkedfornonvoiceprocessforUK

Executive

Apr2010–Oct2011SutherlandGlobalServices

Chennai

Toachievegiventargets.

Todoaftersalesservicetoexistingcustomers.

Toselllifeinsuranceplanstobankcustomers.

WorkingforBankassurancechannelforKarurvysyaBank

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Age-.42

Loyolacollege–98

CompletedDiplomaincomputerapplicationsfromLIBA–Ic

CompletedAdvancediplomaincomputerapplicationsBitech–2002.

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