

### Objective:

Dedicated and enthusiastic individual seeking a challenging leadership role to apply creative problem solving and management skills to achieve optimum utilization of company resources.

### Work Experience:

Organization:        HDFC Life (Bancassurance).  
Designation:        Sr. Corporate Agency Manager.  
Emp Code:            104136.  
Tenure:                13 Aug.2012 – 25 NOV 2020.

- ❖ Group insurance experience of 5 years as Territory Manager(J&K) Hdfc Bank.
- ❖ 2 years of insurance channel development as territory Manager.
- ❖ 2 years of bancassuarnc branch banking experience.

### Responsibilities:

- Comprehensive experience in gathering new business entailing business development and cross selling of any array of banking products for maximizing organization profitability.
  - Adept in interfacing with existing as well as prospective clients for understanding their requirements as suggesting the most viable solution as well as cultivating relations with them for customer retention.
  - Adopting new strategies and policies to achieve targets timely and smoothly with optimum utilization of resources,ensure execution of strategies and policies, studying competitors products and comparison etc.
- Relationship Management with 10 teams of Hdfc Bank ( Home Loan, Loan Against Property, Two wheeler,Auto Loan, Personal Loan, Commercial Vehicles Loan, Construction equipment Loan, Emerging Enterprise Loan, Gold Loan etc) each team with around 50 team members.
  - Measurements of performance and variance, appreciation of top performers.
- Customer profiling, Ensure right product to right customer, Product and process training to corporate Managers and there teams.
  - Create Contests and offers for Corporate teams to maximize product sale.
  - After sale services and Claims processing services.

### Professional qualification:

#### **Masters of Business Administration (MBA).**

Dr. IT Business School (Chandigarh) 2009-2011.

University: PTU.

#### **Bachelors in Computer Applications (BCA)**

CASET College 2006-2008

University: Kashmir University

**Skills:**

---

- Decision making.
- Emotion regulation.
- Innovative.
- Strong work ethic
- Stress management
- Time management ability.
- Self-awareness.
- Commonsense
- Very strong Computer skills.

**Languages known:** English, Urdu, Hindi, Kashmiri

**Hobbies:** Apple Farming, Playing Volleyball.

**Declaration:** I assure that the above information is true to the best of my knowledge

**Date and place.**

**Address:** Village Mamoosa, Block Lalpora,P/S Pattan,

**District:** Baramulla Pin code 193121

**Union Territory of Jammu and Kashmir**

**India**

---

