

Pratik Mogal

Sr. Branch Manager



9 Years 0 Month



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m



Profile Summary

A results-driven sales expert with seven years of experience in the consumer products industry, boasting a consistent history of surpassing monthly sales targets. Proficient in forging new connections and nurturing enduring customer and advisor relationships to drive business growth. Possesses an extensive understanding of effective sales tactics, exceptional presentation abilities, and adept negotiation skills. A sharp analytical thinker who excels in high-pressure situations. Committed to achieving both personal and team goals, equipped with strong leadership qualities.



Education

MBA/PGDM, 2023

Welingkar Education, Mumbai

B.Sc, 2012

Pune University

12th, 2006

Maharashtra,
English

10th, 2004

Maharashtra,
English



Work Experience

Apr 2024 - Present

Sr. Branch Manager

Manipalcigna health insurance

As a Senior Branch Manager in health insurance, my extensive experience encompasses leading teams, driving operational efficiency, and ensuring high-quality service delivery. With a proven track record, I have effectively managed P&L responsibilities. My expertise lies in implementing service strategies, sales management processes, and capacity



Key skills

- product life cycle management
- Marketing Manager
- Business Development
- Sales
- Advertising
- Promotions
- Marketing Programs
- Viral Marketing
- Events
- Product Promotion
- Marketing



Personal Information

City **Pune**

Country **INDIA**



Languages

- Marathi
- English
- Hindi

planning to achieve service standards and bottom-line growth. I possess strong leadership skills, ensuring adherence to security procedures and establishing effective operational protocols. Furthermore, my ability to identify and leverage key skills, aligning them with organizational objectives, underscores my commitment to driving success in the healthcare insurance sector.

Jul 2022 - Mar 2024

Channel Sales Manager

Tata AIG General Insurance Company

To leverage my extensive experience in channel sales management, drive revenue growth, and build strong partnerships with channel partners to contribute to the success of a dynamic organization in the health insurance.

Sep 2018 - Apr 2024

Agency Manager

Star Health & Allied Insurance Co. Ltd.

Agency Manager Activate Inactive Agent and Recruitment of new Agents.

Aug 2017 - Sep 2018

Assistant Sales Manager

HDFC Standard Life Insurance

Sales of life insurance products. Recruitment of Agents. Handle Customer and Agents.

Oct 2014 - Feb 2017

Business Owner

Floyds23 Entertainment and Hospitality Pvt.ltd.

Marketing Strategy Manager Digital Marketing Sales Manager
Customer Relationship Manager

Sep 2013 - Mar 2015

Assistant Manager

Hidden Place Restaurant and Bar

DJ and Manager



Projects

153 Days

Marketing and Customer Base SetUp

Marketing and advertising of newly opened Cafe