

Jagdish Borde

Area Manager

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Pune, India

SUMMARY

Results-driven Area Sales Manager with 7 years of comprehensive experience in the telecom and insurance industries. Demonstrated expertise in developing and executing strategic sales plans that drive revenue growth and market expansion. Proven track record in leading high-performance sales teams for over 2 years, including recruiting, training, and mentoring team members to achieve and exceed sales targets. Adept at analyzing market trends, optimizing sales processes, and enhancing customer relationships to deliver exceptional service and achieve organizational goals. Strong communicator and negotiator with a solid ability to build and maintain relationships with clients and stakeholders, manage complex sales cycles, and resolve challenges efficiently. Committed to delivering outstanding results through innovative strategies and effective team leadership.

EXPERIENCE

Area Manager InsuranceDekho	04/2023 - Present
<ul style="list-style-type: none">Managing territories of Pune, Kolhapur and Nagpur with team of RM's.Co-ordinated team workflow, delegating tasks to capitalize on team strengths and resources.Spearheaded sales and marketing initiatives, working with internal teams to drive improvements.Managed team by offering support and constructive feedback to improve skills and maximize potential.	
Associate Area Director Turtlemint	08/2019 - 03/2023
<ul style="list-style-type: none">Managed team of 6 Frontline Managers, 7 Digital Leaders and 1000+ Digital Partners and on role super franchise.Worked on digital platform with DP and DL and ensured sales target are met by carrying different sales and recruitment activities.Driving contests and looking after FLS Incentive with DP and DL's income.Met sales target by conducting different sales and marketing activities online and offline.	
Senior Sales Manager Kotak Life Insurance	08/2018 - 08/2019
<ul style="list-style-type: none">Managed team of 7 Partners and 70 Advisors and also planning recruitment and sales.Built strong distribution and increased sales with the help of Advisors and Agency Partners.Met set targets to increase profitability of organization and also looking after income of advisors.	

Assistant Manager	06/2017 - 08/2018
Tata Teleservices Maharashtra Limited	
<ul style="list-style-type: none"> Handled 2 Distributors & 846 Retailers in Pune for Inbound Sales(Prepaid Sales). 	
<ul style="list-style-type: none"> Daily Track records of sales & activation, FRC, primary and secondary. Maintained Minimum Churn on Weekly Basis from Distributors Point 	
<ul style="list-style-type: none"> Promotion of Daily & Weekly FRC & Activation Schemes for Distributors & Retailers. Track Record on Daily Primary & Secondary Orders and Payouts from Distributors & Retailers. 	

EDUCATION

Marketing	08/2015 - 04/2017
Sinhgad Institute of Management - Masters of Business Administration	
Electronics and Telecommunication	08/2009 - 06/2015
Vidyalankar Institute of Technology - Bachelor of Engineering	
Science	04/2007 - 03/2008
Sharda Dnyanpeeth and Jr College - HSC	
Sharda Dnyanpeeth and Jr College - SSC	
	06/2005 - 03/2006

CERTIFICATES

Business Analyst	Present
COEPD	
Scrum Master Basic Quiz	12/2033
Learntube.ai	

SKILLS

Time Management and Organizational Skills	Expert	Problem-Solving and Decision-Making	Advanced
Conflict Resolution	Advanced	Sales Strategy Development	Advanced
Adaptability and Flexibility	Expert		

LANGUAGES

Marathi	Native	English	Fluent
Hindi	Fluent		