



Sneh Vasnani

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OBJECTIVE

Results-oriented sales professional with 5+ years of experience in the insurance and hospitality industries. Proven ability to achieve sales goals in both B2B and B2C environments. Skilled at building relationships with clients and developing customized solutions to meet their needs.

SKILLS

- Insurance Knowledge (Life/General) (B2B & B2C).
- Customer Relationship Management.
- Negotiation & Problem-solving.
- Client Acquisition and Retention.
- Lead Generation.
- Emotional Intelligence.

CERTIFICATES AND COURSES.

- **NIA Academy, Pune**
Certified Direct General Insurance Broker Exam.
- **SAP**
Discovering End-To-End Business Processes For The Intelligent Enterprise.
- **Forage**
Accenture (Strategy Consulting Virtual Experience).

DECLARATION

"I Hereby declare that the details and information given above are complete and true to the best of my knowledge".

EXPERIENCE

→ Oct/2022 - June/2023

OYO GROUP (B2C/B2B)

Venue Manager/Demand Manager

Weddingz.in (Venue Manager).

- Manager all aspects of the venue, from booking events to ensuring customer satisfaction.
- Maintains a positive relationship with venue owners and other stakeholders.
- Briefs them about the venue and all the provided facilities.

OYO Homes and Hotel Private Limited (Demand Manager).

- Drive offline sales through cold calling, meeting with potential clients, and developing proposals.
- Own the end-to-end sales process from qualifying leads to closing deals to retaining customers.
- Maintain and review monthly sales.

→ May/2021 - Oct/2022

Pioneer Insurance And Re-Insurance Brokers Private Limited

Relationship Manager

- Business Development for the all Insurance Product Line of business Like Fire Insurance, Marine Insurance, Property Insurance, Liability Insurance, GMC and other General Insurance Product (Identification of client Appointment, client Pitch, Provide timely & Competitive Quote, Proposal to client and deal closure).
- Relationship Management with Client & Insurance Companies.
- Relationship with Insurance Companies at Various Levels and working with them for Quote Generation, Coverage negotiation and claims Followups.

→ July/2020 - March/2021

Policy Bazaar.Com

Sales Consultant

- Understand customer needs and recommend the right financial products.
- Selling investment plan like traditional and ULIP policies on calls.
- Build relationships with customers and maintain their trust.

→ Nov/2018 - June/2020

HDFC Life

Senior Associate (Branch Operations)

- Customer Relationship and Services:-Interacting with external customers and internal customer and addressing their queries,request and complaint.
- Persistency/Revival:-Revival calling for Lapsed and Paid-up policies for reinstatement. That frequently requires visiting customer place to convince them on reinstating policies.
- Business Retention:-To ensure business Retention by averting lookins/withdrawal/ Surrenders/Premium reduction that also involves coordination with sales colleagues and HUB.

EDUCATION

✓ **2016**

M.K College (Borivali Education Society).

Bachelor's In Banking & Insurance

4.81 CGPA

✓ **2013**

Sardar Vallabhbhai Patel Junior College Of Commerce.

H.S.C

63%

✓ **2010**

The Saraswati Vidyalaya High School

S.S.C

68%

Signature: 
Sneh Vasnani