**Samar Singh Bhadauria**

**COMMUNICATION ADD: -**

Flat No 408

Sagar Lake View Homes

Ayodhya by Pass Road

BHOPAL - 462041 (M.P.)

samar.bhadauria@rediffmail.com

**Contact: 9755043556**

**OBJECTIVE:**

I am a result oriented professional with analytical approach with high focus on project improvement with automation and simple procedures and making the job interesting.

I look forward to commit my skills and abilities with an organization where there is potential for growth and recognition for hard work and put my maximum contribution to meet the requirements of the organization and its clients.

**EXPERIENCES:**

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| **Company:** | **ICICI Prudential Life Insurance Co. Ltd** |
| **Job Title:** | **Sales Manager Bancassurance** |
| **Period:** | **Joined in Sep’2012 as frontline** |
| **Key Responsibilities**: | * Leading team of relationship manager. * Handling a cluster. * Channel development. * Coordinating with BM’s and RH’s to ensure better sale. * Joint calls with BM’s/PB/Wealth RM. * Product & Process training to relationship manager and to bank employees. * Implementing strategy at regional level for businesses to achieve planned sales targets and promotions. * Negotiating sales closures * Maintaining up to date MIS of businesses and reporting to partner and seniors regularly. * Establishing good rapport with partner, operations team, new business, claims and other functions to ensure customer & partner satisfaction and service levels * Ensures smooth and efficient operation of departments * Achieving target through worksite and by building relationship with cafos to sell our products |
| **Reporting Authority:** | **Associate Vice President** |

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| **Company:** | **HDFC Life Insurance Co.Ltd.** |
| **Job Title:** | **Sales Development Manager** |
| **Period:** | **May’2010 to Aug’2012** |
| **Key Responsibilities**: | * Recruiting agent. * Training of insurance product and handholding of agents. * Sourcing policy through agents and self-sourcing. * Need based financial planning to the customers, with end to end responsibility. * Achieving branch targets measured on various parameter. * Planning & execution of promotional and lead generation activity. * Portfolio management of customer |
| **Reporting Authority:** | **Branch Manager** |

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| **Company:** | **EasyTel** |
| **Job Title:** | **Managing Partner** |
| **Period:** | **Oct’2003 to Apr’2010** |
| **Key Responsibilities**: | * Easytel established with 30 employees to provide outsource services to financial institutions * We were looking after two wheeler/car/personal/home loan/credit card soft collections for banks * Providing verification & soft collection for telecom service providers. * Providing cheques presentation and MIS services to banks |
| **Reporting Authority:** |  |

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| **Company:** | **ACE Credit Services** |
| **Job Title:** | **Team Leader** |
| **Period:** | **Sep’2002 to Sep’2003** |
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| **Key Responsibilities:** | * Leading team of 12 collection officer. * Customer objection handling, * MIS. * Build rapport and relationship with officials of telecom company. |
| **Reporting Authority:** | **Proprietor** |

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| **Company:** | **INDIA COM SYS Pvt Ltd.** |
| **Job Title:** | **Team Leader** |
| **Period:** | **Nov’2002 to Aug’2002** |
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| **Key Responsibilities:** | * Leading team of 12 collection officer. * Customer objection handling, * MIS. * Build rapport and relationship with officials of telecom company. |
| **Reporting Authority:** | **Branch Manager** |

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| **PERSONAL DETAILS:** | |
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| Language Known: | English, Hindi |
| Marital Status: | Married |
| Nationality | Indian |
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**EDUCATIONAL QUALIFICATION :**

Course University/Board

B. Com(Taxation) **Barkatullaha University**

**(Samar Singh Bhadauria)**