

# SHELLY KANKARIYA

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📍 Hyderabad

- Achievement-oriented professional, offering a career of 4+ years in developing new businesses and managing sales cycles, generating leads and closing deals while developing strong client relationships
- Expertise in arranging trainings and workshops for advisors / agents and developing business with the High Net Worth Individuals (HNI)
- Highly skilled in streamlining business processes with enhanced focus on business quality which enabled acquisition of new customer
- Proven success in generating new leads and actively following up on referrals thus achieving sales targets
- Hands-on experience in mapping business needs and tailoring a solution using all relevant products while drawing on expert internal resources as required
- Comprehensive experience in conducting market research through industry contacts, publications, trade events and tracking business news to identify ideas for growth
- Leveraged entrepreneurial ability and a go-getter attitude along with strong communication, problem-solving, technical, analytical & interpersonal skills to achieve goals and customer satisfactions
- Proficient in interfacing with potential clients to offer insurance deals based on financial status, requirements and needs of the corporate

## Skills

Building relationship  
Communication skills  
Customer service  
Delegation  
Market knowledge  
Negotiation  
Problem-solving  
Sales planning  
Strategy Technical skills  
Time-management skill  
MS excel  
Budgeting

## Education

Institute of Management, Nirma University, Ahmedabad (2016-2018)  
Master of Business Administration  
Major: Finance; Minor: Marketing  
CGPA: 2.55/4.33

Marathwada Mitra Mandal College of Commerce, Pune (2013-2016)  
Bachelor of Commerce – 60%

Hirachand Nemchand College of Commerce, Solapur (2013)  
Class XII Commerce – 84.50%

St. Joseph High School, Solapur (2011)  
Class X - 89.09%

## Employment

### Karvy Stock Broking

Summer Intern

Ahemdabad, GJ  
Apr. 2017 to June 2017

- Worked as an intern on client acquisition for Demat, Mutual Fund SIPs, IPOs, physical to demat conversion
- Performed portfolio designing and comparison of various mutual funds schemes
- Analyzed and maintained the database for active and inactive clients.

### Tata AIG General Insurance Company

Sales Manager

Pune, MH  
Apr. 2019 to Oct. 2021

- Acquired various corporate clients across all domains and cross sold several general insurance products namely Motor, BUCC, Business Guard, Contractors plant and Machinery insurance
- Actively monitored the financial institution channel for commercial funding for ROM region
- Recognized for increasing sales by 35% compared to last year
- Ensured utmost client satisfaction and resolution of client issues, thus increasing the client base by 30%
- Leveraged technical skills in MS Excel to perform data extraction, cleaning and transformation
- Generated weekly, monthly and quarterly reports to deliver actionable insights to senior management
- Analyzed sales pipelines and trends with senior management in order to forecast quarterly sales goals and quotas.
- Actively monitored key performance metrics of sales team, identified challenges, and created new solutions and problem-solving techniques

### Tata AIG General Insurance Company

Management Trainee

Goa, GA  
May 2018 to Mar. 2019

- Single handedly managed Banca channel partner including 11 branches and affiliated managers
- Worked for client acquisition spanning various insurance verticals across general insurance products
- Streamlined and oversaw activities ranging from lead generation to client conversion
- Performed case conversion analysis on all the upcoming leads and performed market study and competitor product analysis to help suggest better suited products to clients
- Presented business review presentations and future month predictions
- Collaborated efficiently with different teams in the once like operations, underwriting, customer management and portfolio analysis team

### Aditya Birla Health Insurance Company Ltd

Area Sales Manager

Hyderabad  
Oct. 2021 to Current

- Acting as the company's representative and liaison between broker and company personnel to identify and generate business.
- Aggressively driving the sales numbers and achieving the business targets while continuing to enhance and upgrade the broker relationships.
- Retaining and expanding the company's base of customers for group health policies.
- Generated exceptional 80 cr GWP for the financial year 2022-23 using product knowledge and leveraging broker relationship.

## Activities

- Member of Fiesta – The Dance and Music Club, IMNU (2016-18)
- Responsible for team coordination, generation of ideas and seamless execution apart from managerial and administrative duties; key performer for the club events.
- Planned, organized and executed Euphoria and Footloose, among many national level B-school events, which saw participation of over 100 students from various colleges across the country.
- Part of the organizing committee for SPIC MACAY, The Society for the Promotion of Indian Classical Music and Culture among Youth, a voluntary youth movement which promotes intangible aspects of Indian cultural heritage by promoting Indian classical music, classical dance, folk music, yoga, meditation, crafts and other aspects of Indian culture.
- Organised Jam Sessions held periodically with Fiesta Team and was responsible for the logistic division
- Part of the organizing sub-committee of Perspective Richter 10, the flagship festival hosted by IMNU spread over 3 days housing over 20 events where 500+ students from B-schools across the country participated.
- Won 1st prize out of 50 participants in Sherlock Homes, a national event.