RESUME

SHANTHI.J

Mob # 7810076444

Email Id- Shanthil406@gmail.com

# Career Objective

To be an integral part of an organization with global presence, having multi-varied projects and to take up the challenges of the organization from conceptualization to implementation.

## Summary Experience

**17 YEARS EXPERIENCE IN LIFE INSURANCE & BANKING**

**HDFC LIFE --Nov 2013 till Date - Agency Channel & Bancassurance**

* May 2022 Till Date as Territory Head , Nov 2017 Till April 2022 was Sr Corporate Sales Manager in Bancassurance HDFC Bank Channel & 4 years Nov 2013 till Oct 2017 was worked as Associate Circle Head in Agency Channel HDFC Life Insurance Co. Ltd.,

**RELIANCE LIFE- AUG 2007 TILL APR 2013- Agency Channel**

* 2 years and 11 months worked as Branch Head in Reliance Life Insurance Co. Pvt. Ltd.,
* 2 years and 11 months worked as Sales Manager to Executive Sales Manager to Business Development Manager.

**ICICI BANK - APRIL 2006 TILL JULY 2007**

* 1 year and 2 months worked as a Financial Consultant in ICICI Bank.

**Experience Details**

## Experience Task 1

**Organization:** HDFC LIFE INSURANCE COMPANY PVT. LTD.,

**Designation: TERRITORY HEAD, SENIOR CORPORATE SALES MANAGER**

**Experience:May 2022 till Date, November 2017 till April 2022**

### Type of Organization: Life Insurance

**Type of Experience**: Handling Corporate Agency Managers appointed across HDFC Bank Branches **Type of Industry**: Sales & Service

#### Job Description

Work Allocation.

Keep Sales Track For The Commitment.

Co ordinate & Maintain Relationship with Bank Sales Staffs, Non Sales Staffs, Branch Managers & Cluster Heads

Running internal Contest / Promotional Activities / Special Drive / Initiatives.

Maintain the Productivity of the Bank Sales Staffs & CAM’s & CSM's there by ensuring the Profitability of the Unit.

Regular Review of Performance

Ensuring all the Allotted Bank Branches completing more than 100% given Target

Ensuring the Market share by way of ring fencing the Staffs through services & sales.

**ACHIEVEMENTS**

* GOT PROMOTED AS **TERRITORY HEAD** IN MAY 2022.
* WON THE EVP GALAXY QUALIFIER IN THE 1ST YEAR OF UNDERTAKING.
* GOT PROMOTED AS SENIOR CSM WITHIN 6 MONTHS.
* CREATED 6 MDRT’S IN THE LAST YEAR AND MADE MANY OF THE STAFF’S TO ACHIEVE THE INTERNAL CONTESTS.
* MORE THAN 50% OF THE FLS’S TEAM GOT PROMOTED DURING LAST & CURRENT YEAR
* ACHIEVED THE CONSISTENT PERFORMANCE OF ABOVE 130% IN BRANCH BANKING BUSINESSES
* MAINTAINED THE MARKET SHARE BY 90%
* HAD A CONSISTENT RECORD OF MAINTAINED RENEWAL 13TH MONTH PERSISTENCY OF ABOVE 86%

## Experience Task 2

**Organization:** HDFC LIFE INSURANCE COMPANY PVT. LTD.,

**Designation:** ASSOCIATE CIRCLE HEAD

**Experience:** November 2013 to Oct 2017

### Type of Organization: Life Insurance

**Type of Experience**: Appointment of Sales Managers and Business Leaders/Agency Managers **Type of Industry**: Sales & Service

#### Job Description

Work Allocation.

Keep Sales Track For The Commitment.

Co ordinate & Maintain Relation With Sales Managers & Financial Consultants & Agency Managers.

Running internal Contest / Promotional Activities / Special Drive / Initiatives.

Maintain the Productivity of the Sales Managers & their Consultants & there by ensuring the Profitability of the branch.

Regular Review of Performance

**Business Achievements**

### APR 14-MAR 15

* Overachieved the Annual Target in all levers & Rated “**Exceeds Expectations**” in the appraisal.
* Made 3 of my Subordinates achieved their Promotion.
* Won “**EVP GALAXY QUALIFIER**” Award in BALI International Conference.
* Won “**CDO CLUB MEMBER**” Award in Mumbai.
* Eligible for “**LTIP**” Scheme.
* Created 1 **MDRT** Club Member, EVP Galaxy Club Member, CDO Club Member from my team.
* Closed the HNI Ticket size of 17 Lacs Regular Premium from a Single Client.
* Ranked No.1 in Region. No.3 in Zone. & No.5 in Pan India.

### APR 15-MAR 16

* Overachieved the Annual Target in all levers & Maintained the Consistency with  **“Exceeds Expectations”** Rating in the Appraisal.
* Made 3 of my Subordinates achieved their Promotion.
* Did the Ever Highest Ticket Size of “**1 CRORE**” Regular Premium from a Single Client.
* Created 1 **COT**, 1 **MDRT** Club Member, EVP Galaxy Club Member, CDO Club Member from my team. • Won 2nd time “**EVP GALAXY QUALIFIER**” Award in International Cruise to Singapore, Malaysia.
* Won 2nd time “ **CDO CLUB MEMBER**” Award in Jaipur.
* Become Eligible for **“LTIP”** Scheme Consecutively.
* Ranked Regional No.1 & Zonal No.1 & Pan India No.3

### APR 16-MAR 17

* Overachieved the Annual Target in all levers & Maintained the Track Record with the Retail Business and Rated “**Exceeds Expectations**” in the Appraisal.
* Made consistently Min 3 Promotions from my team.
* Won “**AGENCY SUPREMOS**” Award in **HONGKONG** International Conference.
* Won “ **EVP GALAXY QUALIFIER**” Award in **Udaipur** National Conference.
* Become Eligible for “**LTIP**” Scheme for the 3rd Time.
* Created EVP Galaxy Qualifier from my team
* Ranked Regional No.1 & Zonal No.5 & Pan India No.11 & No.3 in MDRT declaration. • Has been selected as “**VALUE GUARDIAN”** to maintain the core values of the organisation.

### Experience Task 3

**Organization:** Reliance Life Insurance Company ltd (Reliance Capital Company)

**Designation:** Territory Manager (Branch Head) **Experience: July** 2010 to 30thApril 2013

**Career Profile**

#### Type of Organization: Life Insurance,

**Type of Experience**: Appointment of Sales Managers SSM,ESM,BDM & also Agency Managers.

**Type of Industry**: Sales & service

##### Administration

* Managing the team of Sales Managers & their Team of Advisors.
* Motivating & Monitoring the sales Managers to achieve their targets to get their promotions there by completing the Branch Target
* Appointment of Agency Managers in respect areas • Handled 3 different locations like Pudukottai, Thanjavur, and Chennai-Perambur.

##### Business Achievements

* Won many internal contests (Zonal, Regional & country) level and awarded by Country Heads, Zonal Heads, and CEO etc.
* Capable of achieving the specific tasks given by top authorities within the stipulated time.
* Consistently maintained within Top 3 position in the region.
* Made 5 of my Sales Managers Promoted to the Next Level and Repeated their Promotions.
* Made One of my Sales Managers as Branch Manager.
* Always be in the mind of Top authorities whenever they gave the challenges to our team of Branch Heads.
* Gave a Tough competition to my colleagues Taken different tasks and achieved it in a different way.

### Experience Task 4

**Organization:** Reliance Life Insurance Company ltd(A Reliance Capital Company)

**Designation:** Sales Manager **Experience:** Aug 2007 to June 2010

**Career Profile**

#### Type of Organization: Life Insurance

**Type of Experience**: Advisor Recruitment, Agency Development

**Type of Industry**: Sales & Service

##### Job Description

Responsible for Productivity of team of Advisors and thereby achieving the Target.

Maintaining both Persistency and Consistency of Business.

Keep Track Record of Advisor's Business for improving their performances.

Coordiante and Maintain Relation Between Advisors and & their Clients.

Maintaining / Retaining the number of Advisors in team.

**Business Achievements**

• Awarded in **International Conference to Bangkok for Three years** continuously.

##### • Received Millionaire Club Award & Winners Meet Awards

* Received **Gold Star Awards** & **Rising Star Award** For Consistent Performance.
* Appointed 60 Numbers of Advisors(Financial Consultant)

##### • Created Gold and Silver Club Advisors • Collected 1 crore of premium in 2008-2009

• Created **International Club member MDRT 1** advisor in 2008-2009 and **1 MDRT** advisor in 2009-2010

##### • Created 15 advisors as Rising Star in Company Club Membership in 2008-2009

* Awarded as **Champion SM** in closure HNI Call of 10 lacs
* Awarded as **MISS CHENNAI** in terms of being NO.l in the Chennai Region for the business

done in the year 2008-2009 • Made **10 advisors Won the Contest fly to Bangkok** along with me.

**Career Achievements**

##### Got a promotion during 2007 - 2010 as follows

* Sales Manager to Senior Sales Manager in April 2008
* Senior Sales Manager to Executive Sales Manager in April 2009
* Executive Sales Manager to Business Development Manager in April 2010
* Business Development Manager to Territory Manager (Branch Head)in July 2010

## Experience Task 5

### Organization: ICICI BANK

**Designation:** Financial Consultant **Experience:** June 2006-August 2007

#### Career Profile

**Type of Organization**: Handling financial products

**Type of Experience**: Marketing & Sales

### Type of Industry: Banking

#### Job Description

Attending the Walk in clients of ICICI Bank Branch

Rectifying their problems with relate to Banking Transactions like LI, MF, FD, GI etc.

Servicing the clients and thereby Promoting New Business

Procure New Clients by doing Promotion Activities (Eg:Campaining Work Site Activities)

Process the Files and do follow up with the clients on regular updation of their Fund Performance Maintain Relation Between Sales Team and Branch Banking

**Business Achievements**

#### • Achieved 75 lacs of Business (Team Target 50 Lacs) within a stipulated period

• Awarded as the “**Best Financial Consultant”** for Top MF Peformance by ICICI Top Business Head Mr Suresh Badami who is the present CDO of HDFC Life.

### Management Skills

* Comprehensive Sales, Distribution and exposure with quantifiable results.
* Dedicated Team work Management.
* Ability to plan activities in line with the Target set for the Team.
* Handled 8 Sales Executives.
* Recruiting Candidates for maintaining Team Strength & Increase the Productivity.

# Education

## Management

M.B.A. Madras University Chennai (2006-2008)

B.COM Madras University Chennai (2003-2006)

**Technical Qualification**

First Class in Typewriting English Junior Grade

First Class in Typewriting English senior Grade

First Class with distinction in Typewriting Tamil Junior Grade

First Class in Typewriting Tamil Senior Grade

Grade A - Diploma in MS Office, Tally Graduate

## Personal Profile

Address: No.57, Bharathiar 2nd Street Pathuvanchery, Selaiyur, Chennai – 600 126.

Father Name: V. Jayaraman(Late)

Date of Birth: 14.06.1986

Marital Status: Married

Languages Known: Tamil, English

**Thanks & Regards**

### (ShanthiJayaraman)