

Harshita Kore

Deputy Key Relationship Manager

Bhopal, India



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PROFILE

Experienced in lead generation, relationship management, and project execution in the banking sector, with a proven track record in financial services and event management. Skilled in strategic planning, communication, and delivering results.

EXPERIENCE

Deputy Key Relationship Manager

ICICI Prudential Life Insurance Company Limited 2019 – 2024

Built and maintained effective relationships with bank branch staff to maximise business opportunities.

- Trained bank branch staff on insurance products, enabling them to meet revenue goals and maintain compliance.
- Provided comprehensive product knowledge and support, ensuring the quality of new business and customer satisfaction.
- Guided branch staff in servicing existing customers, resolving queries, and ensuring high standards of business quality.
- Drove central sales initiatives and facilitated communication to align branch staff with organisational goals.
- Conducted joint fieldwork to support branch staff in achieving targets.
- Monitored business performance metrics and prepared regular performance reports.
- Maintained a balance between channel partner expectations and organizational needs, ensuring business objectives were met.

Event Manager

Stagebuzz Events Exhibitions & Tv Sets Pvt. Ltd. 2013 – 2016

Led brainstorming sessions and planned events, managing all aspects from concept to execution.

- Led brainstorming sessions and planned events, managing all aspects from concept to execution.
- Conducted research, gathered data, and maintained thorough documentation.
- Managed creative elements, vendors, venues, and manpower, ensuring seamless event execution.
- Coordinated with clients, senior authorities, and team members to ensure client satisfaction.
- Provided input on designs and creative aspects, contributing to successful event outcomes.
- Managed event schedules, ensuring timely and error-free execution under pressure.

EDUCATION

MBA, Marketing & HR

ICFAI University, Dehradun

2017 – 2019

PGD, Event Management

EDMI Institute of Media & Communication

2017 – 2019

NCC - 'C' Certificate, Army Wing

4MP BN NCC BOYS BT., BHOPAL

2012 – 2014

B.Com., Computer Applications

Bhopal School Of Social Sciences

2011 – 2014

SKILLS

- Customer Relationship Management
- Partner Relationship Management
- Communication
- Negotiation
- Team Management
- Product Management
- Event Management