

PREETI SANTOSH KANOJIA

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7887647804

Room no 106 Durga Parmeshwari Apt Nalleswar Nagar Near Bank
Of Baroda Nallasopara East, Palghar . 401209



Objective

I would like to work in an organization that will give me a platform to utilize my skill and enrich my knowledge in the process to help me in organization growth with my initiative managerial skill.



Experience

TATA AIA Life Insurance

Oct 2024 - Till Now

9 Months Coperate Account Manager

- An experienced life insurance agent with a proven track record of providing quality service and advice to customers.
- Maintaining records of client interactions and transaction.
- Developed and implemented new business strategies to increase revenue growth.

Aditya Birla Sun Life Insurance

Nov 2023 - Oct 2024

1 Year Executive Sales Manager

- Develop and implement strategic plans to drive business growth and improve customer.
- Build and maintain strong relationships with corporate clients, understanding their needs and providing tailored solutions.

SBI Life Insurance

March 2022 - Nov 2023

1.8 Years Relationship manager

- Managed corporate clients' insurance policies and provided excellent customer service.
- Manage policy renewals, ensuring timely and accurate.
- Provide regular sales reports and updates to management.

Ebixcash Global Pvt Ltd

Feb 2019 - March 2022

3 Years Backend Executive

- Provide customers with information about products and services.
- Identify customer needs and provide solutions to meet those needs.
- Handle customer feedback, including complaints and suggestions.



Education

Mumbai University

2021

Bachelor Of Management Studies

73

● **Maharashtra Board**
2018
Higher Secondary School Certificate
68.15

● **Maharashtra Board**
2016
Secondary School Certificate
78



Skills

- Hardworking, Ambitious,
- Sales And marketing skills
- Client Relationship Management Skills
- Communication And Presentation Skills
- Problem-solving and negotiation skills
- Loyalty are greatest asset



Achievements & Awards

- I Was Awarded By As A Top Performer In Ebixcash Global Services.
- I Was Awarded By As A Top Performer And Also Get A Appreciation Certificate In SBI Life.



Languages

- English
- Hindi



Additional Information

Volunteering Experience at Blood Donation Camp in Shankar Narayan College.



Computer Proficiency

- MS-OFFICE Level Ms-Word
- Intermediate Level Ms-Outlook
- Intermediate Level Ms-Excel
- Tally ERP 9



Core Competencies

- Team Management Planning & Organising
- Presentation Skills
- Building Inventory & Management



Declaration

- I hereby declare that all the facts given above are true and correct to the best of my knowledge.