

SUNIL KUMAR

Vill. Lahru, P.O. Khundian, Teh. Khundian, Distt. Kangra (H.P.)

(M) 09816793900 E-mail: waliasunil5@gmail.com

Seeking Assignments in Insurance Above 10 years of Sales Experience in Insurance

**Expert in Product selling / verified records in the competitive markets
Key Top Level Contacts / Organizational Leadership Skills / Regional Reputation**

PROFESSIONAL SYNOPSIS :

1. BAJAJ ALLIANZ Life Insurance Co. Ltd.

30 May, 2016 onwards

i. Sr. Branch Manager (30th May, 2016 to 31st March 2017)

- Qualified for Champion meet, Hyderabad in July, 2016.
- Budget Achievement Award in Dec. 2016
- Super Achiever Award for Qtr. 1, 2, 3 & 4 in the year 2016-17.
- Consistent Performer Award
- Qualified for Super Performer Meet held in Bhuvneshvar.
- **Evaluated Grade “A” Pro Rated-base with 10% merit increment. (1st April 2017 to 31st March 2018)**

- Qualified for Achiever Award Meet held in Goa.
- Consistent Performer Award for Qtr. 1 & 2
- Persistency Award for achieving 95% in 13 months persistency (2017-18).
- Won Top 10 activation Award in North East Emerging Zone
- Consistent Performer Award for 2017-18

ii. Promoted as Additional Chief Branch Manager on 1st April 2018 with MEE (Meet Exceed Expectations) with 13% hike. 11th rank in KPI score (Pan India).

- Won CAO Persistency Award for achieving above 90% persistency in 13th & 25th Month for the financial year 2018-19.
- Branch Head of the month Rolling Trophy in Qtr. I for consistent performance in April, May June 2018-19.
- Won Traditional Product Champion Award for the year 2018-19.
- Participated in Situational Leadership II Workshop in Delhi.
- Participated in Managerial Effectiveness Programme Workshop in Delhi.
- Participated in Estate Planning Workshop
- Participated in Competency Framework Workshop
- Attended Feedback Skill Workshop

iii. Promoted as Chief Branch Manager on 1st April 2019 with Meet Expectations (ME) with Merit increment of 6% and one time additional increment of 12.60% for being consistent performer.

- Traditional Champion Award for Qtr. 1
- CAO Persistency Award for achieving 85% and above persistency achievement in 13th & 25th Months in Qtr. I, II & III.

iv. Working as Chief Branch Manager with same organisation.

2. PNB METLIFE INSURANCE CO. LTD., PATHANKOT (PUNJAB)

1st June 2015 to April, 2016 Location Head

- To recruit Sales Managers and give them training about introduction, joint ventures, product Training and incentive structure, their Job profile and about recruitment of FSOs
- To train all advisors, which are recruited by SM. explain them their Incentives and Job Profile.
- Distributing the business target of every SM on recruitment, new business and NOP.

3. ICICI PRUDENCIAL LIFE INSURANCE CO. LTD., KANGRA (H.P.)

22nd Aug. 2012 to 29th May 2015

Associate Business Manager

22nd August 2012 to 31st March 2013

- To recruit Career Agent and give them training about IRDA.
- Conduct examination schedule for IRDA Licensing.
- Career Agent Product Training and incentive structure.
- Distributing the business target of every Career Agent, For New business and New

Life Achievements:

- Star Performer awarded by Sr. Vice President.
- Profitable Champion of the Team Rising for the months of February & March, 2013.
- Achieved 200% of goal sheet. **(Promoted)**

Business Manager (B.M.)

1st April 2013 to 31st March 2014 (Promoted)

Charismatic Manager (B.M.)

1st April 2014 to 29th May 2015

Handling on roll team

Achievements:

- Outstanding Performance Award for the months of April, May, June & July, 2014 for continuous outstanding performance of Branch.
- Branch Millionaire Club Awards for the months of August, September, October & November 2014.
- 280% Goal Seat achievement for the month of December, 2014.
- Qualify for CEO Goa Convention in the month of December, 2014.
- 254% Goal Seat achievement for the month of January, 2015.
- Produced 2 MDRT, 1 Star Club Member

3. SBI LIFE INSURANCE CO. LTD.

4th Aug. 2010 to 21st August 2012 Sales Manager (Unit Manager)

- To recruit Career Agent and give them training about IRDA.
- Career Agent Product Training and incentive structure.
- Conduct examination schedule for IRDA Licensing.
- In charge for recruitment of FCs, training, motivating and extracting business through them.

Achievements:

- Submitted 20 Advisor Kits at the 1st day of joining.
- Welcome Executive Director Contest North I being no. 1 in north I region.
- PAN India topper in the month of August, 2011.
- Awarded with Mr. Dependable Manager Award in Jan. 2011 (**Double Promotion**).
- Promoted as Sr. Agency Manager.

4. RELIANCE LIFE INSURANCE CO. LTD, DHARAMSHALA

14th Aug. 2009 to 3rd August 2010

Sales Manager

- To recruit Career Agent and give them training about IRDA.
- Conduct examination schedule for IRDA Licensing.
- Career Agent Product Training and incentive structure. Financial Advisor Oct. 2007 to June, 2009.
- To recruit Career Agent and give them training about IRDA.
- Conduct examination schedule for IRDA Licensing.
- Career Agent Product Training and incentive structure.

Oct. 2005 to Aug. 2009 : Lect. In Economics Govt. Sr. Sec. School Khundian (PTA Basis)

April, 2002 to Oct. 2005 : Lect. In History Swami Vivekanand Sr. Sec. School Khundian.

May 1998 to March, 2002 : Lect. In Economics Swami Vivekanand Sr. Sec. School Khundian.

Education:

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| 1. Bachelor in Arts | 2. Bachelor in Education |
| 3. Post Graduate in Economics | 4. Post Graduate in History |
| 5. M.Phil. in History. | |

Personal Data :

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|----------------|---|----------------------|
| Father's Name | : | Late Sh. Roshan Lal |
| Mother's Name | : | Late Smt. Geeta Devi |
| Sex | : | Male |
| Date of Birth | : | 12-08-1971 |
| Nationality | : | Indian |
| Marital Status | : | Married |

(Sunil Kumar)