

**Rohit Vijay Mitra**

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**Professional Summary**

Passionate and detail-oriented Sales Associate in the insurance sector with nearly 4 years of experience. Adept at handling customer needs with tailored solutions and effective communication skills. Known for managing objections skilfully and contributing to customer satisfaction through strategic interactions.

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**Professional Experience****Sales Associate**

*HDFC ERGO, Mumbai-Bhandup*

*October 2020 – Present*

- Managed client relationships and provided tailored insurance solutions to meet diverse customer needs.
  - Analysed sales data to identify trends and opportunities for growth.
  - Developed and implemented strategies to achieve sales targets and improve customer satisfaction.
  - Collaborated with team members to enhance sales processes and optimize performance.
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**Education****Bachelor of Commerce (B.Com)**

*University of Mumbai, Mumbai, Maharashtra*

*Completed in 2018*

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**Skills**

- Client Relationship Management
- Sales Data Analysis
- Strategic Planning
- Team Collaboration
- Customer Service
- Objection Handling
- Soft Communication Skills

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## Languages

- **Hindi:** Fluent
- **English:** Fluent
- **Marathi:** Fluent
- **Bengali:** Fluent

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## Activities and Societies

- **Dancing:** Participated in dance performances and cultural events.
- **Singing:** Performed at cultural and literary events.
- **Poetry:** Contributed to poetry readings and literary events.

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**Regards,**  
Rohit Vijay Mitra