

CAREER OBJECTIVE

To achieve a challenging position where I can effectively contribute my skills, innovative ideas and gain knowledge and experience from result oriented environment.

WORK EXPERIENCE

ICICI Prudential Life Insurance Company Ltd. – 23 May 2016 to Currently

Designation: Associate Key Relationship Manager

Location: Pune, Maharashtra

Roles and Responsibilities:

- ✓ Achieve or exceed target Insurance sales quota of Rs.5 crore/year consistently, surpassing 90% of co-workers
- ✓ Customized Life Insurance policies to suit individual customers, often covering a variety of risks
- ✓ Sell a variety of insurance product to businesses and individuals, achieving a 25% success rate in selling extra coverage
- ✓ Presented claims for insurance benefits when dealing with Accidental Death and Natural Disasters
- ✓ Seek out new clients and develop clientele by networking to find new customers and generate prospective of new clients
- ✓ Develop marketing strategies to compete with other Life Insurance companies
- ✓ Calculate premiums, explain features, pros and cons of various policies and established payments methods to promote sales of insurance plan
- ✓ Sent reminders of premium payments and notified customers of any changes
- ✓ Managing HNI clients and Portfolio management

SKILL SUMMARY

Domain: Banking and Finance

Computer Skills: C, C##, Dot Net, Visual Basics

Soft Skills: Good written & verbal communication skills, Good analytical and problem solving skills, Quick learner.

- Be candid and honest, but also have the wisdom to be diplomatic when required.
- Highly flexible and adaptable contributor, adept at meeting deadlines.
- Skilled leader with the ability to develop teamwork and achieve superior results.
- Resourceful, goal oriented, possess strong organizational, communication and analytical skills with ability to work under pressure and multi task in a fast paced environment.

ACADEMICS

PGDM in Banking and Finance- July 2016 from MITCON Institute of Management affiliated with AICTE; Pune. Grade: 80.44%

Bachelor of Engineering (Electronics) – July 2013 from Nagpur University. Grade: 69.75%

Higher Secondary from New English Junior College, Nagpur. Grade: 77.17%

PROJECT DETAILS

Post-Graduation:

- **Title of Project** : Investment option for investor in ICICI Securities Ltd.
- **Organization** : ICICI Securities Ltd.
- **Duration** : 2 months (20th May 2015 to 20th July 2015)
- **Learning from Project** : Technical knowledge of share market, dealing with customers.

Graduation:

- **Title of Project** : Highly secure vehicle using RF Id
- **Learning from Project** : Technical knowledge of RF Id, Device assembly, Project Management
- **Training** : BSNL Training undertaken by RTTC

PERSONAL DETAILS

Date of Birth : 07th June 1992

Marital Status : Married

Languages Known : English, Hindi & Marathi

Permanent Address : A-1102, Alcove Society, Pimple-Saudagar, Pune, Maharashtra, 411027

Interest and Passion

- Volunteered various social service activities
- Playing badminton
- Enjoy reading books

Accomplishments

- Worked as treasurer of ROTRACT CLUB OF MITCON
- Volunteered actively for ISTE and ROTARACT Club of MITCON
- Volunteered as in charge of ANUNAND, flagship event of Raisonni Group of Institutes
- Worked passionately as mentor of Workshop of Aptitude Development, organized by SRKNEC, Nagpur

I hereby declare that all the above information is true to the best of my knowledge.

MONALI KALAMBE