

Vikas Nagpal

Mobile: 982965177

Email: vikasnagpal28@gmail.com

Career Objective

To fulfill all my responsibilities towards the organization being a member of it. As I want to join an organization, which is professionally managed with progressive work environment and where I can continuously learn and improve myself

Experience details:

Working as Bancassurance Relationship Manager in Max Life Insurance Co. Ltd. since Dec-2014 To till date.

Job Summary:

- Sell insurance products through the assigned bank branches by building long term relationship with the bank & providing complete after sales services to clients Key Accountabilities.
- Make appointments, explore the customers financial needs in life-related investment and insurance needs areas, select appropriate product to meet these needs from the companys product range, gain customer agreement to purchase, accurately complete sales documentation
- Generate leads from in-branch lead generators as well as warm leads provided by the bank from the database as well as generate own leads.
- Support bank employees by coaching them about products, services & selling skills

Projects and training undertaken

Completed 1.5 months Summer Internship Program from ICICI Prudential Life Insurance.

Educational Qualification

- MBA from Rajasthan Technical University in 2012

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- BCA from Bikaner University in 2008
- 12th Passed from Ajmer Board in 2005
- 10th Passed from Ajmer Board in 2003
- IELTS cleared

Computer Literacy

- Windows 2007
- Microsoft office (Word, excel & PowerPoint)

Achievement

- Achieved Jan to Mar- 2014 Quarter Target
- Achived renewal target in Apr-Jun 2015
- Win Satya Paul Bag Competition

Personality Profile

- Quick learning, Adaptability, Loyalty and team player are my assets.
- A confident person, who believes in hard work.

Personal Dossier

Father's Name	:	Mr. Narender Kumar
Date of Birth	:	3rd Aug 1988
Address	:	Narender Nagpal, Ward No.17 Near Shiv Temple, Rawla mandi Dis. Sri Ganganagar
Marital Status	:	Unmarried
Language Known	:	English, Hindi, Punjabi
Nationality	:	Indian

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