

Adesh Aramanethota

No 1, Rose villa Kankanady,

Mangalore 575001

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ASPIRATION: TO BE BEST WHEREVER I AM WHATEVER I DO.

STRENGTH: Exceptional belief in team work and motivation the team members to work as a cohesive unit. Also has the ability to analyse the individual in-order to motivate in performing a better job. Ability to establish healthy competitive atmosphere among the team members by recognizing and appreciating even the smallest achievement by a team members to the level of best performers.

PROFESSIONAL EXPERIENCE:

O SBI Life Insurance Limited – Region Sales Head-Dec 2019 to till date.

Institutional Alliance channel, handling (KVG Bank -RRB with 10 Regions, 635 Branches)

- To achieve desired business plan and man power productivity. Currently working as Regional Sales Manager.
- A result-oriented business professional with significant background in Business Planning
- Achieved Given target on month on month basis.
- Monitor and control resource utilization. Apply necessary to maintain desired productivity/achievement.
- Identify & build alternate segments of LI distribution within the bank to take the business to the next level.

O Bajaj Finance Limited - Area Sales Head-Sep 2016 to Nov 2019.

Insurance Distribution channel, handling 2 States (ROK & Goa) with 8 Branches.

- A result-oriented business professional with significant background in Business Planning,
- Strategizing, Channel Management & Sales/Management across the financial services domain
- with a steady career progression. Close to 8 years of managerial experience in a Bancassurance & Direct channel.
- set up, involving internal as well as partner employees. Ability to quickly understand sales,
- operational & organizational processes, analyze innovate and further implement changes in order
- to achieve desired business plan and man power productivity. Currently working as Area Sales Manager (Karnataka & Goa)

O Max Life Insurance- Senior Sales Manager- -June 2012 to Sep 2016.

Handling AXIS Bank channel, 6 Branches

- Identify & build alternate segments of LI distribution within the bank to take the business to the next level.

- Achieved Given target on month on month basis.
- Retention and persistency management.
- Conduct trainings for Axis Bank Staffs by giving Product presentation on operational changes in lieu with Government guidelines .
- Co-ordinate with Operations Department to smoothen the process flow of applications.
- Ensure quality checks at different operational levels to minimize errors.
- Responsible for achieving the targets of Bancassurance Relationship Team.

○ ING VYSYA Life Insurance Co LTD- Relationship Manager-Dec 2018 to June 2012

Bancassurance with ING Life Insurance

- Conduct trainings for channel partners by giving Product presentation on operational changes in lieu with Government guidelines.
- Retention and persistency management. Co-ordinate with Operations Department to smoothen the process flow of applications.
- Monitor and control resource utilization. Apply necessary risk responses to maintain desired productivity/achievement
- Identify & build alternate segments of LI distribution within the bank to take the business to the next level.
- Developing a suitable product mix for the channel partner as well as ING Life with a view to achieve APE targets and also make the partner's business profitable.
- Key Achievements: Got internally promoted as Sales manager –Bancassurance with Rewards & Recognition.

EDUCATIONAL QUALIFICATION:

B.B.M from Sri Bhuvanendra College, Mangalore University.in 2006-2008.

CORE STRENGTHS:

- Personal Attributes: Leadership Qualities, Aggressive, Good listener, and Effective communicator, Excellent Analytical Skills, Sincere and Dedicated and good Interpersonal skills.
- Domain Experience: Sales and Marketing process in the Banking Industry

PERSONAL INFORMATION:

Father's Name: Yogeesh

DOB : 22.08.1986

Nationality: Indian

Languages: English, Hindi, Kannada.

