**Anuj Saxena Address: A1B/11C, Paschim Vihar , New Delhi-110063,Ph:8010011118, Email:anujsx75@gmail.com**

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**CHARISMATIC , GOAL-FOCUSSED PROFESSIONAL**

Top Producer with a distinguished track record in Sales, Customer Service and Client/Relationship management

**CAREER HIGHLIGHTS**

Leader in Team building recruited a Team Size of 20 Sales Professionals Leveraged entrepreneurial acumen to drive consistent increase in Sales Revenue/bottom line profits and improving client satisfaction, appreciation and retention. Outstanding communication, networking Selling customer service and negotiation skills. Adept at determining customer requirements and delivering client focussed solution to achieve higher closing ratios. Experienced in all aspect of Sales process from initial client contact to post – sale customer service.

**SELECTED ACCOMPLISHMENTS**

**.** Orchestrated sales responsibilities closing targets MOM/YOY

**.** Managed team size of twenty plus sales managers from recruitment, training and monitoring

**.** Conduct several training sessions for sales managers and Insurance advisors

**.** Closed multiple big tickets size cases of Life Insurance

**PROFESSIONAL EXPERIENCE**

**Agency Development Manager (ADM) OCT 2019 – April 2020**

**.** Working with Exide Life Insurance Ltd. as Agency Development Manager (ADM)

**.** Job Profile hiring of Agency Managers trained them to build there own team of Life Insurance Agents and motivate them to earn huge commission payouts and monthly contests and close my own monthly and yearly targets

**.** Achieving MOM/YOY targets on regular basis

**.** Recruited 5 Agency Managers.

**Entrepreneur : JAN 2015-OCT 2019**

Erudite Financial Consultants:

.Consult with Clients to determine financial needs and goals develop growth plans

.Continuously network and build individual client base

.Promptly resolve customer service issues and answer financial questions

.Offer detailed research based advice or strategies to meet clients.

.Sold Stocks, Commodities, Mutual Funds, Life Insurance Policies to high net worth individuals.

.Kept abreast of personal and financial life changes for clients and maintained productive open relationships to facilitate continued revenue growth oversaw investments and proactively managed clients funds.

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**Executive Territory Managers: ETM 2006(Mar)-2014(June)**

**.** Worked with Reliance Nippon Life Insurance Ltd. as Executive Territory Manager (Senior Branch Manager)

**.** Job Profile Responsibility for team building includes hiring of Sales Managers and there training monitoring & helping them achieving targets

**.** Achieving MOM/YOY targets and helping sales managers in there promotion

**.** Recruited and managed over 300 plus life Insurance advisors.

**PERSONAL DETAILS**

Educational Qualification:

School : 12th Pass Govt. Model Sr. Secondary School Paschim Vihar

Graduation: BA (PASS) Delhi University 1996

Father Name : Lt Sh. Madan Gopal Saxena

Date of Birth : 27thOctober , 1975

Gender : Male

Marital Status: Married

Religion : Hindu

Languages : Hindi & English

Date:

Place:

(Anuj Saxena)