**Abhishek Agrawal**

202/4/A, Salasar Nagar, Navaghar Road, Bhayander (East), Mumbai 401105

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**Manager – Sales & Marketing**

I am Commerce Graduate experience in sales in Housing Finance, Mortgages, insurance and pharmaceuticals sector. Having experience of handling sales force, direct sales associates and branches for sourcing. I am looking for an appropriate position with a good organization where I can learn the things to the best of my abilities and contribute my best to the organization.

Over 9 years of Successful Experience & Achievements in Driving Growth & Profits in Competitive Markets. A result oriented professional with around 8 years of experience in a gamut of functions ranging from Team Management, Customer Satisfaction, Relationship Management, and Implementing Marketing Activities. Exceptionally skilled in building and maintaining long-term relationship with DST Team/Advisors/Distributors and Customers in a highly competitive market.

**Core Strength**

|  |  |
| --- | --- |
| Consistent over achievement of targets | Distribution Management & relationship building–inspire trust and respect |
| Channel Development | Strong flexibility/ adaptability/ learn ability |
| People management/ leadership – recruit, train, mentor, manage, motivate, and lead. | Communication and presentation skills |

**Career Review**

**AU Financers India Ltd**

**Designation:** Branch Manager – Borivali/Boisar

Home Loans/SME/Insurance.

Oct 2012 – Till date

Handling a team of 5 RO’s(On roll) for sales and disbursements.

* Managing the performance of team of Employees & their channels to achieve the business
* Business generation and subsequent business.
* Prospecting and managing the prospect base.
* Lead management, Develop RO quality through on the job training.
* Implement marketing plans and program and manage local marketing budgets.
* Achieving recruitment and sales target
* To lead marketing efforts and increase brand awareness.

Prospect Builder for tie ups and Sme Business.

**CitiFinancial Consumer Finance India Limited**

The largest group in the world solely in to the business of mortgages and Home loans. The most focused segment of sourcing is self-employed customers.

**Designation:** Assistant Manager Mortgages– (DST - Channel) for Mortgages, Home loans and Insurance (Sales & Process).

Feb 2008 – Dec 2010

**(Roles and Responsibilities)**

* Managing the performance of team of Direct sales team & Direct selling agents to achieve the business plan.
* Selling of Insurance products ULIP (Aspire Life), Credit shield and Property Insurance of BhartiAxa.
* Prospecting and Generating business from branch network (Personal loan branch), Convincing Personal loan customer for Insurance and Mortgage loans.
* Handling 7 branches in Mumbai with 7 B.M. and 10 C.R.M. coordinating.
* Developed branch network in whole Mumbai.

**Achievements**

Consistently met and exceeded sales and volume projections.

Zero percent of service related customer escalations.

Excellent services at the branch level.

Cross selling of third party products like insurance and Citi gold accounts

Developedpersonal loan branches to source mortgage business.

Earnedmax. Incentives for the month of April, May and June-09

**TATA AIG LIFE INSURANCE LTD.**   
**Designation:** Asst. Manager - Agency Sales Feb 2006 – Feb 2008

**(Roles and Responsibilities)**

* Managing the performance of team of Business Associate (15) & their Advisors (80) to achieve the business plan.
* Business generation and subsequent business.
* Prospecting and managing the prospect base of Business Associate & Advisors.
* Lead management, Develop advisor quality through on the job training.
* Implement marketing plans and program and manage local marketing budgets.
* Achieving recruitment and sales target

**IBM Daksh**

**Designation** – Senior C.C.S May 2005 – Feb 2006

**(Roles and Responsibilities)**

* Worked as Senior C.C.S. handling team of 10 C.C.S. and handling the operations
* Looking after the back office transaction of Insurance policies as per there request which includes Payment of premiums, cancellation, Beneficiary or Nominee change, reinstatement, ownership change, Reissuing, surrendering, reviving etc.
* Look after the work items very regularly and see that they are completed in time and doesn’t go out of SLA’s
* Assigning work items to all team members and see that they are completed on time and keep updating my seniors on regular intervals
* Following the instructions of seniors and implement on me and my team member

**Achievements**

* I was promoted as Senior C.C.S. within 8 months of joining.
* I was awarded as Best Employee for the year 2005

**Cachet Pharmaceuticals**

**Designation** – Area Sales Manager from Oct 2002 – May 2005

**Roles and Responsibilities**

* Appoint new semi-stockiest, stockiest and super stockiest on regular basis to improve

Sales.

* Providing the junior colleagues with various selling skill about the Products.
* Taking the current status of the sales figure on weekly basis & achieving targets accordingly.
* Making Calls to Doctors in order to make them learn the company’s strong points & which product should be prescribed by them.
* Reporting to Associate Manger & acknowledging them with various promotional activities taking place in the area & the current sales figures..

**Achievements**

Promoted as Area Sales Manager

Sales Manager from medical representative within 12 months

of joining and also improved the sales by 38% within span of 1 year

**Helios Pharmaceuticals**

**Designation** – Medical Representative from April 1999 – Sept2002

**Roles and Responsibilities:**

* Bringing sales for the company and generation of revenues through Prescription.
* Achieving sales target given by management
* Adjust products of prescription by studying the type of doctor
* To keep management informed by submitting activities and result report such as daily call report, weekly plans Etc.

**Academic Background**

Commerce Graduate from Mumbai University in the year 1999.

**About Myself**

* An extrovert person, like to travel a lot & socialize with people
* An excellent team man & amiable person to work with
* Dedicated and honest to myself, I believe that faith and honesty form foundations of healthy relationships
* Strengths lie in positive approach towards life, basic will and a burning desire to excel.

**Personal Details**

Date of Birth 20th Feb 1977

Marital Status Married

Religion Hindu

Nationality Indian

Languages English, Hindi, Marathi, Gujrati

Permanent Address 202/4/A Salasar Nagar, Navghar road,

Bhayander(East), 401105.

**YOURS SINCERELY,**

**Abhishek Ramesh Agrawal**