**D. R. Shailesh**

**Cluster Manager**

Flat no F 22, civil line camp Amravati 444602

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**An astute professional with nearly 10 yrs. of experience in Insurance Industries channels- Bancassurance, Recruitments New channel Partners, Agency & Direct channels. Insurance, Housing loans, Sales, Marketing, Customer Relationship Management, Team Management, Business development,B2B, B2C sales, Recruiting channel Partners,Stockholders,Distributors. Investment. currently associated with LANDMARK INSURANCE BROKING COMPANY LTD. Location Nagpur Vidharbha Region. Multiple locations As a CLUSTER MANAGER -Rendering efficient support strong relationship management training skills to development of business. Proficient in managing training sessions and team handling building as well. achieve better market penetration & Ability to support sustain a positive work environment that fosters team performance with strong communication, relationship management skills.**

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**WORK EXPERIENCE:**

**CLUSTER MANAGER**

**LANDMARK INSURANCE BROKING COMPANY LIMITED - PARTNER- AGENCY CHANNEL**

Nagpur, Vidharbha, Maharashtra

Sep 2019 To Till date

The Growth Path

Responsible for Licensing target with effective and efficient funnel management by ensuring BSM participation in recruitment Responsible for Agent activation (New and overall) also new agent onboarding process  
Data analysis along with problem identification and suggesting solutions

Responsible for implementation and institutionalization of processes and agency practices in given territory  
Governance of certain processes and initiatives launched by HO  
Driving, coaching and enabling filed force in given territory to ensure that licensing and activation target is met  
Strategize and drive HO and Zonal initiatives in close coordination with Zone heads to achieve the desired sales result for assigned territory  
Drive R&R strongly with all sales force by positioning and creating awareness.

**TEAM LEEDER – MANAGER**

**RELIANCE HEALTH INSURANCE COMPANY LIMITED- PARTNER- AGENCY CHANNEL**

Nagpur, Vidharbha, Maharashtra

March 2019 To Aug 2019

The Growth Path

Managing Branch and team of 6-8 PL’S

Recruitment of advisers and getting business from them Act as on ground trainer and motivator for the team.

MIS understanding and presentation skills Market intelligence on business Team handling of 6-8 On roll/off roll people over the years. The ability to recruit and license Insurance advisers, drive the team of these advisers to generate business and expand the business. Achieve Adviser activation Month on Month. Should have the bandwidth to handle more than one distribution channel Maintaining the Relationship channel Partners. Responsible for end to end business development Of the assigned portfolios. Should be adept at multi-tasking handle branch sales and operations on an on-going basis, if arises. Will be responsible for achieving the business targets set for the Branch To develop adequate market intelligence to acquire business by establishing, positioning the Reliance Health brand and growing the brand. Responsible for the smooth functioning of the branch.

**Business Sales Manager**

**BAJAJ ALLIANZ LIFE INSURANCE COMPANY LIMITED- AGENCY & DISTRIBUTION CHANNEL**

Nagpur, Maharashtra

March 2018 to Feb 2019

The Growth Path

Agency distribution and getting the business of the company. I have to recruit a team of Channel Partners (ADP) under them. Recruitment of insurance service Advisor for providing to the agencies who will be on the roll of the company. Channel Partners, Agency Distributor partners (ADP) recruited would further recruit life insurance advisors under and look out for HNI sales. Handling team of Agents, Advisor and getting business done through them. To look after the customers for their renewals premium and claim settlement. To create awareness to the customer regarding new products of the company. My responsibility would be to identify and recruit ADP Partners HNI category. Recruited Agents & ADP generate business.

**Area Business Development Manager – Channel Management**

**ADARSH CREDIT CO-OPERATIVE LIMITED - INSURANCE- GENERAL, HEALTH & LIFE**

Nagpur, Maharashtra

Jan 2017 to Feb 2018

Handled for Banca channel (Handling 16 On Roll BM’s, RM’s Advisors More than 2000 )

The Growth Path

Will be responsible for ensuring that business development goals are achieved. This position involves significant responsibility and high level of target orientation. Responsible to recruit Sales Managers. Product, potential SME & new Start-ups -loan customers, etc.) All kinds of Insurance - Life, Health, General, moter Insurance & Retail Loans Home Loan, Personal Promoter Funding etc. Company is directly empanelled with leading Asset Management Companies Drive delivery of assigned sales target. Motivation for Sales, Territory Management, Presentation Skills, Performance Management, Building Relationships, Emphasizing Excellence, Negotiation, Results Driven, Sales Planning, Managing Profitability.

Responsible for Identifying BC locations and recruiting them Will drive business through 16 BCs of vidharbha Region 7Would handle entire 16 BCs of that Region in terms of Business &amp; Administrations too. Will provide training support to all BCs. Development the vidharbha Branches. Responsible to achieve Recruitment & Business targets of BC Model Will operate from existing Region/Circle office of ACCS, But the reporting to State Head at Circle Office. All Adarsh multistate credit cooperative society's branches drive all Multiple Insurance business. Every branch's active the insurance business month on month.

**Branch Manager – Team Management Direct channel**

**RELIANCE LIFE INSURANCE COMPANY LIMITED- DIRECT CHANNEL**

Nagpur, Maharashtra

March 2013 to Dec 2016

Handled for DIRECT MARKETING channel (Handling 12 On Roll RM’s)

The Growth Path

Strong background in devising innovative marketing strategies to achieve better market penetration and garner a reasonable market share. Handling the team of Relationship Manager (Pay Roll) for the life insurance sales. Handling the 10-12 RM’s (I.e. CTC is 2.20 Laces to 3.50 Laces). Manage the Existing portfolio in Reliance Life co. p; solve Existing client’s policy’s problems.

Well guidance & work out the new investment plain. Sales in a Group Insurance business. Business Development Ensure Self

Sourcing Targets are achieved Business Reporting, MIS on sales call (LMS), Lead Utilization and conversion are tracked, Maintained and reviewed on daily basis. Drive various R&R at the team level as defined by the company from time to time.

Man management Motivation and retention of team. (Control RM's attrition is much below the set benchmark for the channel) Provide Hand holding and sales orientation to RM's Joint Calls. The Existing portfolio in Reliance Life co. solve Existing client’s policy’s problems. Well guidance &work out the new investment Sales in a Group Insurance business. Every day provided the leads by company, at (Existing policy holder) meet. To one- on- one leads solve problems. Responsible for achieving.

**Asst. Branch Manager**  **HDFC LIFE INSURANCE COMPANY LIMITED. Nagpur, Maharashtra**

**March 2011 to Feb 2013**  Handled for Loyalty ( Direct Banca) channel   
(Handling 12 On Roll RM’s)    
Strong background in devising innovative marketing strategies to achieve better market penetration and garner a reasonable market share.   
Handling the team of Relationship Manager (Pay Roll) for the life insurance sales. Handling the 10-15 RM’s. (I.e. CTC is 1.80 to 3.00 Laces). Manage the Existing portfolio in HDFC Life co. solve Existing client’s policy’s problems. Well guidance &work out the new investment Sales in a Group Insurance business.   
Every day provided the leads by company, at (Existing policy holder) meet. To one- on- one leads solve problems.   
Responsible for achieving Insurance premium targets through the sales distribution channels &amp; delivery on retention target. Focus on development of alternate distribution in the market (Banka Consultants, Co-Operative Banks) knowledge of local corporate group business. Effectively manage the Relationships in HNI clients &amp; Business Man, small industries. Devising new & existing Managers for attaining the departmental goal.   
Handling over 8-10 Rm’s by developing, & motivating them to full fill their desire.   
Attaining and exceeding the daily weekly, monthly, quarterly, annual business budgets by driving performance management system. Notable Milestones Rm’s Recruitment Champ JAN 2014

**Sr. Sales Manager – Agency channel Business development & Recruitments**

**METLIFE INDIA INSURANCE COMPANY LIMITED- AGENCY CHANNEL**

**Nagpur, Maharashtra**

**January 2008 to Feb 2011**

Handled for Agency channel (Handling 62 Agent’s)

The Growth Path

I have created in 5 Met Royal FA’s -2010

Joined as Sales Manger to Promoted as Senior Sales Manager within 10 months. Senior Sales Manager to Promoted as Executive Sales Manager. Agency distribution and getting the business of the company.

Recruitment of insurance service Advisor for providing to the agencies who will be on the roll of the company.

Handling team of sixty-two (62) Agents, Advisor and getting business done through them.

To look after the customers for their renewals premium and claim settlement. To create awareness to the customer regarding new products of the company. Brought in a business of 17.5 lac in a single day record in Vidharbha. Achieved 900% of the target as SM with a WRP of 75 Lakes in a year. Awarded 2 gold and 6 silver certificates from Met Life.

**EDUCATION**:

BSc Computer Science RTM University Nagpur Maharashtra.

Jun 1998 to May 2001

D.O.B. -02/02/1982

SKILLS:

Sales, Marketing, B2B,B2C, Investment, Business Development, P&L management, Value proposition, Analytical skills,Team management, Landscaping, Recruitment, Channel Partners, Stockholders, Distributor. Financial Agents.

**AWARDS & ACHIEVEMENTS:**

March 2010 Met Life India Insurance company ltd. “Best Nop’s & Best Recruitments Award”

March 2015 Reliance Life Insurance company Limited. “Best Achieved Business Award” JULY 2013 Reliance Life insurance company Limited. “BEST PERFORMANCE AWARD" AUGUST 2017 Adarsh Insurance Broking corporation Limited “BEST RECRUITMENTS AWARD” I have Qualified to Malaysia & Dubai.

My total portfolio Nagpur & Vidharbha multiple locations more than 2,000 customers & 1000 more than Advisors, 100 more than Front line sales executive touch with me.

I hereby declare that above provided information is correct & true to the best of knowledge.

**Date - Jan 2020**

**Place - Nagpur**

**D.R. Shailesh**