CURRICULUM-VITAE

## Gourav Sharma

R-38, Second Floor,

Khirki Extension,

New Delhi – 110017

Mob No: 8447860590

# Email: sharma.gourav8967@gmail.com

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# CAREER OBJECTIVES

Intend to have a career, which would exploit my potential and skills to its maximum and evolve me as a better professional throughout my career.

## CURRENT PROFILE

**Velocis Pvt Ltd - From Nov 2019 To April 2021**

Business Analyst  .

**Apollo Munich Health Insurance – From November 2018**

**Channel Sales Officer**

* Managing Bank (Axis Bank) employees in order to sale medical insurance to Bank’s existing customers
* Connecting with Bank employees to inform them about companies’ product and services
* Sharing Awareness regarding the Health Insurance in Bank
* Online issuance of Health Insurance policies
* Coordination with regard to the free Health Checkups
* Converting leads in business
* Provide support to customer in hassle free claim processing

**Max Bupa Health Insurance Company – From February 2014 to July 2018.**

**Senior Tele sales Advisor**

* Contacting potential or existing customers to inform them about companies’ product and services
* In bound and Out bond Calling
* Sharing Awareness regarding the Health Insurance
* Online issuance of Health Insurance policies
* Coordination with regard to the free Health Checkups
* Converting leads in business
* Provide support to existing customer in hassle free claim processing

**EDUCATIONAL QUALIFICATION**

* MBA: Institute of Management and Studies, Indore

Specialization: Marketing and Sales

TGPA: 7.3 (On the scale of ten)

* Bachelor in Business Administration from Prestige Institute of Management and Research (PIMR) Indore, (M.P.)

Marks Secured: 56%

* Passed 10+2 from Saraswati Higher Secondary school, Nowgong, M.P.

Marks Secured: 73%

* Passed Xth from Saraswati Higher Secondary school, Nowgong, M.P.

Marks secured: 62%

**PERSONAL SKILLS**

Comprehensive problems solving abilities, excellent verbal and written communication skills, ability to deal with people, willingness to learn & work hard.

### EXTRA CURRICULAR

* At the age of 13, I got selected for MP U-14 cricket camp at Sagar (M.P.)

**PERSONAL DETAILS**

Father’s Name: Mr. H. N. Sharma

Date of Birth: June 9, 1989

Nationality: Indian

Hobbies: Sports & Internet surfing

Languages Known: English, Hindi

#### DECLARATION

I hereby declare that the above-mentioned information is correct up to my knowledge and I bear the responsibilities for the correctness of the above mention particulars.

Date **(Gourav Sharma)**