

# JEROME SHAKILA R

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Kodairoad, Dindigul

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## CORPORATE AGENCY MANAGER

To secure a challenging position in a reputable organization to expand my learnings, knowledge, and skills. Secure a responsible career opportunity to fully utilize my training and skills, while making a significant contribution to the success of the company.

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## STRENGTHS AND EXPERTISE

P&L Management	Financial Reporting	Team Leadership
Business Development	Negotiation Skills	Communication
Strategic Planning	Client Relationship Management	Operations Management

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## PROFESSIONAL EXPERIENCE

### HDFC Life Bancassurance Channel- HDFC BANK Corporate Agency Manager

October 2018 - Present

Demonstrated exceptional leadership by overseeing nationwide operations, resulting in a phenomenal growth rate of 120% within two years. Played a pivotal role in spearheading the conception and execution of subscription video-on-demand over-the-top streaming products.

#### Target Achievement:

- Drive sales and achieve targets through the assigned bank branches.

#### Sales Support:

- Support the Branch staff in his sales effort, in terms of generating benefits illustrations, accompanying on client calls if required etc.

#### Relationship Management:

- Engage an open and trusting relationship with the Branch staff
- Engage the employees of the bank branches in regular discussions to transfer knowledge about insurance, product offerings and understand their issues/concerns about selling insurance
- Ensure that all service requirements are met, medicals facilitated and customers are satisfied.

#### Lead Generation:

- Spearhead all lead generation initiative from the bank – whether through walk in, data-mining, referrals and others.

## SKILLS

- Achieving target by enhancing customers relationship.
  - Good at financial planning.
  - Addressing all complaints and suggestion from customer and taking necessary actions to solving it.
  - Good communication skills.
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## CONTESTS PARTICIPATED & AWARDS

- Participated in the Contest “UPSELL KE SAMRRAT” in September 2020 and received the Certificate of Appreciation.
  - Received a Wooden Trophy “UPSELL TOPPER” for the exemplary Performance in Upsell Business ytd December 2020.
  - Received Bronze Club Certificate for the Step Up Employee Certification for Sales (April 2021).
  - Received a Wooden Trophy “MARKET SHARE” for maintaining 100% Market Share in Branch Banking in the FY 20 - 21.
  - Received a Bronze Award “UPSELL TOP PERFORMER” for the exemplary Performance in Upsell Business in the FY 20 -21.
  - Received Bronze Club Certificate for the Step Up Employee Certification for Sales (April 2022).
  - Received Top Notcher Award for the exemplary Performance in Top Line Business in the FY 21-22
  - Received Bronze Club Certificate for the Step Up Employee Certification for Sales (April 2023).
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## PERSONAL TRAITS

- Ability to learn new things and adapt to new technologies.
  - Ability to plan and organize a team.
  - Ability to understand problem domain and give solution to that problem.
  - Easy to get adaptable to new surroundings.
  - Ability to perform Multi Tasking
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## EDUCATION

### **Manipal Global Education Services, Bangalore**

PG Diploma in Insurance - **8 CGPA**

2018 – 2019

### **PSNA college of Engineering & Technology, Dindigul**

B.E. Electronics and Communication Engineering - **7.58 CGPA**

2014 – 2018