

RESUME

RAVI KUMAR MISHRA

DK-3/149 DANISH KUNJ, KOLAR ROAD, BHOPAL
BEHIND SIDDHANTA HOSPITAL KOLAR ROAD
BHOPAL - 4620452
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SUMMARY :-

Have the motivation to take independent responsibility as well as ability to contribute and be a productive team member. Good communication of expression .adaptability and confidence my strengths.

OBJECTIE :-

Optimum use of my knowledge and capabilities so as to bring about a development in organization which in turns given me the opportunity to grow.

WORK EXPERIENCE :-

Currently working in Reliance Nippon life insurance, Sihora Branch as S.TM from 4th Sep 23 to till Date

Worked with ICICI Prudential as a Area Manager Bhopal from Oct 2022 to Aug 23

Job Role-

- Sales manager Management- Identifying, recruiting and managing
- Prepare short term sales plan, identify opportunities to develop business, Prepare sales approaches and strategies.
- Make new clients to generate more business for the company.
- Branch handling work with pleasant personality.

Responsible for contacting the prospects (clients) through various sources:

- Lead from Event/seminars etc
- Own Reference.

Managing

- Team management including project-specific recruitment and training, Scheduling, activity monitoring, absenteeism management, and performance evaluation.
- Providing direction, motivation and training to the field sales team for ensuring optimum.
- Recruiting, monitoring, training personnel to deliver quality services in market Run extra activities for getting new clients as well as to increase database.

Achievements:-

- Three times continue achieved trophy of “ZH Club”.
- In Pan India Achieved top rank 1 ACH Board(100% Achievement)

Worked with Care Health Insurance Co. Ltd. as Branch Manager from 06 June 2022 to 07th Oct 2022.

Job Role-

- Handling team of 12 Unit Manager.
- Responsible for UM and Agent Training & productivity
- Responsible for Branch Activity and also productivity
- Managing the attrition rates of FLS.
- Organizing activities for recruitment.
- Coordination with HR/ ACCOUNTS/ADMIN/IT/Vendors/All channels.
- Organize branch activity and IC 38 Training.

Worked with Future Generali Insurance Co. Ltd. as Location Incharge from 01 June 2021 to 01 June 2022.

Job Role-

- Handling team of 5 Sales Manager of Agency & 3 RM of Banca.
- Responsible for Branch Activity and also productivity
- Managing the attrition rates of FLS.
- Organizing activities for recruitment.
- Coordination with HR/ ACCOUNTS/ADMIN/IT/Vendors/All channels.
- Organize branch activity and IC 38 Training.

Worked with SBI Life Insurance Co. Ltd. as Agency Manager from 30 sep 2019 to 30 May 2021

- Recruitments and management of agency channel team members training motivating and development of team members.
- Recruiting a team of financial adviser.
- Call potential clients to expand their customer base.
- Explain the features of various Life policies.
- Achieve sales targets as assigned by the organization month-on-month basis.
- Cross sell and up sell Life Insurance products based on the life cycle needs of the customers and as defined by the organization.
- Ensure that a comprehensive financial need analysis of customers is done and provide insurance solutions based on analysis.

Worked in Reliance Nippon life Insurance PVT. LTD. as a Senior Executive ARDM from 15th July 2017 to sep.2019.

- Promoted Agency Recruitment Development Manager to Executive ARDM in 20 th Dec 18.
- Promoted Executive ARDM to Senior Executive ARDM in March 19.

Job Roll-

- Work on assigned leads and generate referrals from every visit that is made to the customer.
- Recruitments and management of agency channel team members training motivating and development of team members.
- Recruiting a team of financial adviser.
- Call potential clients to expand their customer base.
- Explain the features of various Life policies.
- Achieve sales targets as assigned by the organization month-on-month basis.
- Cross sell and up sell Life Insurance products based on the life cycle needs of the customers and as defined by the organization.
- Ensure that a comprehensive financial need analysis of customers is done and provide insurance solutions based on analysis.

- DCB Bank Ltd. As a assistant manager sales from December 2016 to 6thjuly2017 .
- AXIS Bank Ltd. As a Officer Sales [Grade Officer] from 17th November 2015 to 23rd December 2016.
- Four year experience from 2011 to 2015 to accounting & cash in Ojaswi Marbale Pvt. Ltd. Salemabad katni.

ACHIEVEMENTS

- On one Recruitment
- ZBH Convention
- Kanha Convention Regional Summit
- Pench Convention Regional Summit
- ZBH Convention

EDUCATIONAL QUALIFICATION :-

- Bachelor of commerce (B.Com) from ranidurgawativishwavidyalay Jabalpur.
- 12th(Commerce) from board of secondary education M.P. Bhopal.
- 10th all subject from board of secondary education M.P. Bhopal.

OTHER QUALIFICATION :-

- Diploma in computer application (D.C.A) From ALLMA .
- TALLY in tally india privet Ltd. Bangalore .

- **COMPUTER SKILLS :-** TALLY . M.S Office
- **HOBBIES :-** Cricket
- **STRENGTHS :-** Hard working. Punctual

PERSONAL DETAILS :-

Father's Name	:-	Shri R.N.Mishra
Mother's Name	:-	Smt.MaltiMishra
Marital Status	:-	Married
Date of Birth	:-	30-09-1989
Gender	:-	Male

I hereby declare that all the information provided by me in this resume is true and best to my Knowledge and I accept responsibility for any misrepresentation.

Place

(RAVI KUMAR MISHRA)