

Amit Kumar

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Objective

Dedicated towards company objectives. Always looking for opportunities where I can do my best for the organization as well as for me. Believe in team work.

Experience

Sr. Operation executive General insurance group

01/01/2019 - Till date

Bajaj capital insurance broking LTD

- Manage all MIS details & provide to concern department or person.
- Maintain all the details of clients PAN India basis.
- Responsible for timely updation in system with correct details of relevant clients.
- Co-ordinate with insurance company or concern RM if required.
- Responsible for timely billing of our sub broker.
- Support to our sales team with the help of renewal notice or MIS details.
- Prepare term sheet or rate sheet on the basis of grid received from principal company.
- Inputs rate in system or help to our sub-broker to get their margin properly.
- Co-ordinate with insurance company for grid or best rate to our organization.
- Maintain proper record and support to our PAN India channel.

Sr.sales support executive(Renewal collection)

09/10/2015 - 01/01/2019

Bajaj capital insurance broking LTD

- Recover cancel cases & generate maximum revenue for company.
- Provide after sales service to clients.
- Retain clients who willing to cancel the policy under free look period.
- Provide training to team members for soft skeels & objection handling.
- Manage MIS & provide to other seniors.
- Help to branch channel to achieve their targets.

- Complete individual targets as well as team targets.

Tale sales executive

10/08/2013 - 05/03/2015

Bajaj capital insurance broking LTD

- Connect to client through cold calling & generate lead for business.
- Timely close all generated leads with the help of field executive or insurance Co.
- Full fill targets assigned by the manager.
- Solve clients quarry & maintain a long term relationship between client & co.

Education

Course / Degree	School / University	Grade / Score	Year
12th pass	CBSE Board Delhi		2012
Bachelor Degree (commerce)	Delhi University	2nd	2015
IRDAI Certified	NIA(National insurance academy)		2016 & 2020
Insurance broker direct life & General insurance	LIC of India		2020

Skills

Sales

Team building

Problem solving

Decision making



AMIT KUMAR