

BRIJMOHAN MUNDEPI

• Asst. Vice President •

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Mob-9582214422

ABOUT ME

- A forward-thinking individual with refined interpersonal and multitasking skills. Looking to join a progressive organization as an insurance agent to provide high-end administrative support in the insurance company.

EDUCATION

- B. A. from Open University Delhi
- Intermediate from U.P Board in 2004.
- High school from U.P Board in 2002.

EXPERIENCE

July 2019 to Till Date	EDOCD Solution Pvt Ltd Asst.Vice President • Align to customer goals and deliver on commitments consistently • Responsible for building and training the team and managing performance on an ongoing basis • Effectively engage with customers to understand and address customer pain points • Build impactful customer relationships and improve Net Promoter Score. maintain an existing book of business, and drive revenue growth. • Understanding of the Insurance Industry and excellent knowledge of Bharti AXA, Reliance and HDFC, etc.
July 2018 to June 2019	SMC Insurance brokers Sr. Manager • Ensure employees work productively and develop professionally. • Evaluate and improve operations and Sales performance. • Prepare regular reports for upper management. • Prepare strategy and set Targets for team to get excellent revenue. • Oversee day-to-day operations
May 2016 to March 2018	SB Insurance Brokers Regional Head • Responsible for insurance claims activities including reporting, reserve, and resolution. • Prepare and conduct insurance risk management training and presentations to clients. • insurance-related risk control activities in the region. • Cooperate closely with internal partners, including operations, legal, real estate, sourcing, etc.

BMA Wealth Creators**Territory Manager**

**July 2014 to March
2016**

- Analyze data to find the most efficient sales methods.
- Discover sales opportunities through consumer research.
- Present products and services to prospective customers.
- Conduct training in sales techniques and company product attributes.
- Monitor competition within the assigned region.
- Prepare and submit reports to the Sales Director.

India Infoline Insurance Brokers**Division Manager**

**July 2011 to June
2014**

- Manage business operations in assigned divisions to achieve company goals.
- Evaluate division performance and recommend new strategies for performance improvements.
- Ensure that teamwork is in compliance with company policies and procedures.
- Develop new business programs to meet productivity and revenue goals.
- Provide guidance to team members and monitor their performance, discipline, and attendance on a regular basis.

Netambit Insurance brokers**Team Leader**

**JDec 2008 to June
2011**

- Managing the day-to-day activities of the team.
- Developing and implementing a timeline to achieve targets.
- Conducting training of team members to maximize their potential.
- Empowering team members with skills to improve their confidence, product knowledge, and communication skills.
- Conducting quarterly performance reviews.
- Contributing to the growth of the company through a successful team.

Skills

- 12 + years of experience in a managerial role.
- Strong communication, interpersonal, public speaking, and leadership skills.
- An innovative and motivational mentality.
- Excellent management, decision-making, and problem-solving skills.
- Confident and goal-oriented.
- Current working knowledge of the industry and the willingness to maintain your knowledge.

Personal Information:-

Father's Name: Mr Chander Mohan
Date of Birth: 08/02/1987
Marital Status: Married
Language Known: Hindi, English (Read, Write & Speak)
Hobbies: Listening to Song & Playing Cricket
Experience: 12 years +
Nationality: Indian
Gender: Male
Email id -mundepi.brij@gmail.com

I hereby declare that all the information provided above is true in all respects.

Date:.....

Place

(BRIJMOHAN MUNDEPI)