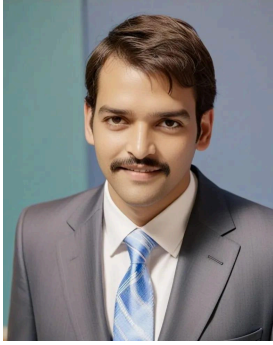


Resume



Sourabh Gupta

Mobile No.: 7409113383
Email: sourabhg1133@gmail.com
Marital Status: Married
Date of Birth: 19th July, 1990
Mother's Name: Smt. Sadhna Gupta
Father's Name: Sh. Ajay Gupta
Home Town: Meerut 250002

Objective & Profile

A competent and enthusiastic leader with leading experience looking for a good opportunity in the Financial Product Industry. Seeking to utilize my time management, problem-solving and team motivation skills to successfully lead sales teams and accomplish department goals. Willing to learn management industry standards while promoting productivity and professional development through exceptional leadership.

Internship

HCL Career Development Centre As Management Trainee 2009

Duration: 1 Month

Professional Experience

- Working experience in PB Partners (Motors)
(Motor Insurance TW, 4W, CV and CL)
Sr. Relationship Manager (Team Leader) 25 September 2024 to Present.
- Working experience in DBA FinSol TPP.
(Motor Insurance, Health Insurance, Life Insurance and Mutual Funds)
(Team Size:- 4 BDM 1 CSM) Branch Manager 01 February 2023 - 20 September 2024.
- Working experience in Aditya Birla Health Insurance.
(Health Insurance)
Sr. Agency Manager 17 January 2022 - 28 January 2023.
- Working experience in DBA FinSol TPP.
(Motor Insurance, Health Insurance, Life Insurance and Mutual Funds)
Training L&D and Insurance Manager 2 January 2017 - 14 January 2022.
- Working experience as Self Employed for Multi Companies.
HR and Training L&D 01 January 2013 - 31 December 2016.

Academic Qualifications

□ **MBA in MARKETING & HUMAN RESOURCES**

Full-time 2 years MBA (affiliated to UPTU, Lucknow) with dual specialization in Marketing and HR 2012.

□ **Graduation**

Full-time 3 years BCA (affiliated to CCSU, Meerut) BACHELOR OF COMPUTER APPLICATION, 2010.

□ **Intermediate**

Year of Passing - 2007

□ **Matriculation**

Year of Passing – 2005

Hobbies & Co-curricular Accolades

- Meditation & Non- Fiction Book
- Driving Car
- Listening to music
- Participated in various school sports events esp. in Kabaddi.
- Traveling and finding new places.

Strengths & Skills

- Positive attitude and proactive approach in my work
- Good communication and interpersonal skills
- Strong Leadership and Negotiation Skills
- Ability to do deadline oriented work
- Problem-solving skills
- Strong value system
- Data collection in many methods
- Leadership skills

IT Skills

- MS Office (Excel, Word, PPT)
- CRM
- Sales Force
- New Technologies adoption

Thank You