

HARGYAN SINGH

Insurance Sales Professional

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OBJECTIVE

Dynamic Sales Manager with extensive experience in the Insurance Sector, specializing in territory sales management and strategic account development. Recognised for building and leading high-performing teams that drive revenue growth through innovative strategies. Proven ability to cultivate strong client relationships while effectively multitasking in fast-paced environments. Career goal focused on leveraging expertise to further enhance sales performance and market presence.

PROFESSIONAL EXPERIENCE

RELIANCE GENERAL INSURANCE – Preet Vihar

Sales Manager, September 2024 – Present

- Recruit, train, and develop a team of insurance agents specializing in SME commercial lines.
- Coach and mentor agents on sales techniques, product knowledge, and compliance procedures.
- Monitor individual and team performance against sales goals and KPIs.
- Provide ongoing support and motivation to the sales team.
- Handled customer relations issues, enabling quick resolution, and client satisfaction.
- Maintained relationships with customers and found new ones by identifying needs and offering appropriate services.
- Engaged in product training, demonstrations, consumer awareness, branding, and acquisition initiatives to raise awareness and revenues.

ADITYA BIRLA HEALTH INSURANCE – Noida

Senior APC Manager, Feb 2022 – April 2024

- Recruit, lead and develop the Agency Partners (Part Time Agency Managers) by planning and organizing.
- Promote & motivate Agents/ Agency Partners for the Career progression program to make them join the organization.
- Regular Training and meeting with team for maximum business generation. Conduct weekly performance review (PRP) with agents & update Sales.
- Generating new leads through various campaigns and fixing the appointment. Coordinate and follow up with Team/leads till final closure.

NIVA BUPA HEALTH INSURANCE – Noida

Unit Manager, Jan 2021 – Feb 2022

- Recruit, lead and develop the Agents by planning and organizing.
- Promote & motivate Agents/ Agency Partners for the Career progression program to make them join the organization.
- Regular Training and meeting with team for maximum business generation. Conduct weekly performance review (PRP) with agents & update Sales.
- Assisted in development and implementation of policies, procedures, and regulations for unit operations.

GLAM STUDIOS – Noida

Business Development Manager, May 2017 – Jan 2021

- Responsible for the development of the Franchise/Dealer Network.
- Pitch the Franchise proposition to the Prospected Leads or Investors through Calling / Emailing/Meetings / Con-Call. Sourcing suitable real estate sites, checking for eligibility of franchise prospects and judging their financial capabilities.
- To provide support to the existing Franchises like daily support, and marketing support & to coordinate with the corporate office and look after the Franchise needs.
- Responsible for Holding the Company's Franchise Events, Investor meetings & Exhibitions & Brand Building activities. Lead a team of Sales Executives in the territory assigned.
- Fostered long-term business relationships with clients through meetings and follow-ups.
- Participated in networking events to build relationships with potential clients.

EDUCATION

ADDITIONAL SKILLS

DR. BHIM RAO AMBEDKAR UNIVERSITY – Agra

Bachelor of Science, May 2015

BRS INTER COLLEGE – Babrala

12th, May 2012

BRS INTER COLLEGE – Babrala

10th, May 2007

- Hard Worker
- Quick Learner
- Problem Solving
- Sales & Development
- Business Development
- Team Requirement
- Team Training

Date:

Place:

(HARGYAN SINGH)