

RESUME

MANISH KUMAR VERMA

ADDRESS:-FLAT NO-4/2,4TH FLOOR, NAMANDEEP TOWER,ROAD.NO-9, AGRICO,PO-AGRICO, JAMSHEDPUR, JHARKHAND-831009.

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OBJECTIVE: - Aspires to pursue challenging assignments in Marketing/Sales and Business Development/Client Activities with a frontline organization and also seeking a senior position, in banking sector, where my expertise and experience can be leveraged to impact company growth.

KEY STRENGTH AREA:-

1. Strong leadership skills with ability to lead and mentor top-performing teams.
2. Strong interpersonal and communication skills with a demonstrated ability to develop and maintain sound business relationships.
3. Proven ability to assume challenging roles, perform in highly visible positions, work under pressure to meet deadlines and produce strong sustainable results.
4. Consistent success in surpassing productivity and performance goals.
5. Professional with more than 3 years experience in a management capacity within the banking industry, including retail branch banking and wholesale banking operations.

AWARD & CERTIFICATION:-

1. Best Performance Award receive from ICICI PRUDENTIAL LIFE INSURANCE COMPANY.
2. Won Shikhar contest & Deeksha Contest and also receive certificate from ICICI PRUDENTIAL LIFE INSURANCE COMPANY.
3. Best certificate of Achievement in Gladiator of Mahasangram contest from KOTAK LIFE INSURANCE.
4. Won Washing Machine in Winter Dhamaka Contest in ICICI PRUDENTIAL LIFE INSURANCE COMPANY.
5. Won Silver Coin in Ignite Passion Contest in ICICI PRUDENTIAL LIFE INSURANCE.
6. Won January fury, Tablet Quest, Binder Killer and fantastic April contest in HDFC LIFE.
7. Won every contest since from joining and also over achieve the sales target every month in HDFC LIFE INSURANCE COMPANY and also completed yearly target in just six months and got promoted to FPM.
8. I got the certificate of appreciation in project suruksha for the month of July and also for NOP king for the month of august.

COMPUTER KNOWLEDGE: - Knowledge of Ms-Office, Ms-Excel, Ms-PowerPoint and Internet browsing and visual Basics.

EDUCATION DETAILS:-

1. Master of Business Administration from RIMS, ROURKELA.
2. B.Com (Honors) from KARIM CITY COLLEGE, JSR.
3. L.com from KARIM CITY COLLEGE, JSR.
4. Matric from D.K.U.H.SCHOOL, JSR

EMPLOYMENT DETAILS:

1. **ORGANIZATION:-INVICTUS Insurance broking Services pvt Ltd (5th sept,2022 - 16 Dec,2022)**
Designation -Chief Business Manager
Responsibility - I have to recruit the advisor and through them i have to generate the business for the company.

2. **BHARTI AXA LIFE INSURANCE COMPANY LIMITED(26TH FEB,2022- 25 Aug,2022)**
DESIGNATION:-SENIOR RELATIONSHIP MANAGER (APC-AGENCY CHANNEL)
RESPONSIBILITY:-I HAVE TO RECRUIT THE MANAGING PARTNER, PARTNER & SALES ASSOCIATE & THROUGH THEM WE HAVE TO GENERATE THE BUSINESS AND ALSO WE HAVE TO RECRUIT THE TEAM & HANDLING THE TEAM.

3. **BAJAJ ALLIANZ LIFE INSURANCE.CO.LTD(7TH Jan,2019-24Feb,2022)**
DESIGNATION:-SENIOR BUSINESS SALES MANAGER.
RESPONSIBILITY:-I HAVE JOINED AS A BUSINESS SALES MANAGER IN ORGANIZATION AND I LOOK THREE AREA JAMSHEDPUR,CHAIBASA & SIMDEGA OF IPPB BRANCH & GUIDE THEM IN TRAINING AND THROUGH IPPB I HAVE TO MANAGE DOP STAFF WHO SELL OUR PRODUCTS.

4. **ORGANIZATION:-MAX LIFE INSURANCE COMPANY LIMITED(5th Oct,2015-6th June,2018).**
DESIGNATION:-RELATIONSHIP ASSOCIATE (BANCA-ASSURANCE)
RESPONSIBILITY: - SELLING LIFE INSURANCE THROUGH BANCA-CHANNEL IN LAKSHMI VILAS BANK.

5. **ORGANIZATION:-IDBI FEDERAL LIFE(6TH FEB,2015-21TH FEB,2015)**
DESIGNATION:-INSURANCE RELATIONSHIP MANAGER (CROSS CHANNEL SALES FORCE)
RESPONSIBILITY;- SELLING LIFE INSURANCE PRODUCT TO BANK CUSTOMER.

3. **ORGANIZATION:-HDFC LIFE INSURANCE(14 jan,2013-2 jun,2014)**
DESIGNATION:-FINANCIAL PLANNING MANAGER,
RESPONSIBILITY:-SELLING LIFE INSURANCE PRODUCT

4. **ORGANIZATION:-KOTAK MAHINDRA BANK(11nov,2010-11nov,2011)**

**DESIGNATION:-ASSISTANT ACQUISITION MANAGER,
RESPONSIBILITY:-SELLING ALL BANKING PRODUCTS.**

5.ORGANIZATION:-UNION BANK OF INDIA,(9jan,2009-10Oct,2010)

**DESIGNATION:-CUSTOMER RELATIONSHIP EXECUTIVE,
RESPONSIBILITY:-SELLING ALL BANKING PRODUCTS.**

6.ORGANIZATION:-ICICI PRUDENTIAL LIFE ,(10 nov,2006-15march,2008)

**DESIGNATION:-FINANCIAL SERVICES CONSULTANT,
RESPONSIBILITY:-SELLING LIFE INSURANCE PRODUCTS.**

7. ORGANIZATION:- TATA-AIG LIFE,(19 June,2006-12 Sept,2006)

**DESIGNATION:-FIELD SALES OFFICER
RESPONSIBILITY:- SELLING LIFE INSURANCE THROUGH BANCA-CHANNEL
IN UNITED BANK OF INDIA.**

PERSONAL DETAILS:-

- 1. DATE OF BIRTH:-25TH September, 1982.**
- 2. MARITAL STATUS :- SINGLE**
- 3. FATHER'S NAME: - Lt. Mr. VINOD KUMAR VERMA.**
- 4. LANGUAGE KNOWN: - ENGLISH & HINDI.**
- 5. INTERESTS: - TRAVELING, PLAYING, WATCHING NEWS & MUSIC.**

DATE:-

PLACE:-

SIGNATURE()