

## RESUME

### AMOL VILAS GOTPAGAR

**Address:** Singh Hights Manaji Nagar Narhe Pune 411041

#### Profile Summary

13 Years of Qualitative Experience in

Strategic Planning                      - Business Development                      - Sales / Marketing  
Channel Management                      - Agency, Banka                      - Retail Sales

#### PERSONAL DETAILS

Date Of Birth : 10<sup>th</sup> Aug 1985  
Contact No. : 7385864977  
E Mail Id : [amolvgotpagar@gmail.com](mailto:amolvgotpagar@gmail.com)  
Marital Status : Married  
Languages Known : Marathi, Hindi, English

#### EDUCATIONAL QUALIFICATION

| DEGREE | BOARD / UNIVERSITY          | YEAR OF PASSING |
|--------|-----------------------------|-----------------|
| BBA    | Shivaji University Kolhapur | 2005            |
| H.S.C. | Kolhapur Board              | 2002            |
| S.S.C  | Kolhapur Board              | 2000            |

#### SKILLS PROFILE

A strategic thinker with a flair for sales & channel management and contributing towards enhancing volumes & growth and achieving profitability norms.

#### Professional Experience

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| Organization    | RISKARE INSURANCE BROKER SERVICE PVT LTD. ( JULY 2024 TO TILL DATE )                                                                                                                                                                                                                                                                                                                                            |
| Designation     | ASST Manager (Agency Pune)                                                                                                                                                                                                                                                                                                                                                                                      |
| Job Description | <ul style="list-style-type: none"><li>Develop action plans for improving agency performance.</li><li>Follow all company and safety guidelines and policies.</li><li>Developed interpersonal skills to handle Team, Learned the Process of Presenting a company with Fullest Power to grab the business, Co-coordinating Team and agent as well as Clients.</li><li>Online/Back office policy issuance</li></ul> |

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| <b>Organization</b>    | <b>RAMA ASSOCIATES. ( JAN 2023 to March 2024 )</b>                                                                                                                                                                                                                                                                                                                                                                                                                               |
| <b>Designation</b>     | <b>Team Manager ( ROMG)</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| <b>Job Description</b> | <ul style="list-style-type: none"> <li>• Develop action plans for improving agency performance.</li> <li>• Follow all company and safety guidelines and policies.</li> <li>• Developed interpersonal skills to handle the Agency, Learned the Process of Presenting a company with Fullest Power to grab the business, Co-coordinating between Under - writer and Superiors along with Agency Staff as well as Clients.</li> <li>• Online/Back office policy issuance</li> </ul> |

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| <b>Organization</b>    | <b>Bajaj Allianz General Insurance Co.Ltd. ( Jan 2022 to Dec 2022 )</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |
| <b>Designation</b>     | <b>Sr Sales Manager (Kolhapur,Satara Sangli.Ratnagiri)</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |
| <b>Job Description</b> | <ul style="list-style-type: none"> <li>• Develop action plans for improving agency performance.</li> <li>• Follow all company and safety guidelines and policies.</li> <li>• Developed interpersonal skills to handle the HDFC Banks, Learned the Process of Presenting a company with Fullest Power to grab the business, Co- coordinating between Under -writer and Superiors along with Bank Staff as well as Clients.</li> <li>• Retention of Banks <b>IMDs</b> and monitoring their Performance according to Goal Sheet. Currently managing a team of <b>Bank</b> IMDs and growing them consistently.</li> <li>• Online policy issuance</li> </ul> |

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| <b>Organization</b>    | <b>Aaradhya Enterprises.( Jan 2018 TO Dec 2021)</b>                                                                                                                                                                                                                                                                           |
| <b>Designation</b>     | <b>Business Development Manager</b>                                                                                                                                                                                                                                                                                           |
| <b>Job Description</b> | <ul style="list-style-type: none"> <li>• Agency</li> <li>• Handled team &amp; networks</li> <li>• Coordinating with the agent, car dealer ,client, company maanger</li> <li>• Overlooking on the service of insurance companies</li> <li>• Developing &amp; further strengthen relationship with channel partners.</li> </ul> |

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| <b>Organization</b>    | <b>RELIGARE HEALTH INSURANCE CO LTD - ( Nov 2015 TO Dec 2017 )</b>                                                                                                                                                                                                                                                                                                                                   |
| <b>Designation</b>     | Sales Manager ( Bancassurance )                                                                                                                                                                                                                                                                                                                                                                      |
| <b>Job Description</b> | <ul style="list-style-type: none"> <li>• Ratnagiri Dist</li> <li>• Handled relationship of Banka</li> <li>• Saraswat Bank, Janata Bank Pune , UBI, IndusInd Bank. Developing &amp; further strengthen relationship with channel partners.</li> <li>• Qualified for Gala Awards in JFM 2016 &amp; received tour of Bangkok.</li> <li>• <b>Received Two Awards in 2016 for performance.</b></li> </ul> |

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| <b>Organization</b>    | <b>JEEVAN SUREKSHA INSURANCE BROKER PVT. LTD. ( NOV 2010 TO Nov 2015 )</b>                                                                                                                                                                                                          |
| <b>Designation</b>     | BDM (AlterNet Channel)                                                                                                                                                                                                                                                              |
| <b>Job Description</b> | <ul style="list-style-type: none"> <li>• It is engaged in sales of insurance products of all insurance companies in market Completed Sub Broker through of Pune Market.</li> <li>• <b>Within 3 month Achieve Goal and Promote As Territory Manager West Maharashtra.</b></li> </ul> |

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| <b>Organization</b>    | <b>NETAMBIT INSURANCE BROKER PVT LTD. -( SEP 2008 TO OCT 2010 )</b>                                                                                                                                                                          |
| <b>Designation</b>     | Sr BDO ( Pune)                                                                                                                                                                                                                               |
| <b>Job Description</b> | <ol style="list-style-type: none"> <li>1) Campaigning for Lead Generation,</li> <li>2) Setting target for sales</li> <li>3) Login and issues</li> <li>4) Customer Service</li> <li>5) 60 Lac issues within 6 month Life Insurance</li> </ol> |

### Declaration

I hereby declare that all information furnished is true to the best of my knowledge.

Place: Pune

**Amol Vilas Gotpagar**

Date: