
Rajneesh Sharma

Job Objective

Looking forward for a challenging career in the field of Sales and Training with an opportunity to learn and grow successful in a professional environment.

Professional Experience

Currently working in **SPA Insurance & Brokers Ltd** as AVP (Assistant Vice President)

Job Profile: Team Handling, Lead Sourcing of General Insurance Products and partner development

Overview of Key Offerings:

- Group Medical Cover (GMC)
- Group Personal Accident (GPA)
- Cyber Insurance
- Employee Wellness Services
- Free Wellness Campaigns
- Commercial General Liability (CGL)

Conducting Webinar and Virtual Event

GoToWebinar

A platform designed for hosting and managing webinars. By providing valuable content on insurance topics, collecting attendee information and follow up with leads.

- Worked In **Prologic Web Solutions Pvt. Ltd** as Sales Head Digital Products (16th December 2019 Till 21st July 2024)

Professional Profile

- Conducted over 500 webinars focused on sales and training of various digital products.
- Developed and prepared comprehensive scripts to simplify and enhance the selling process.
- Created and implemented effective sales techniques and strategies to improve sales outcomes.
- Delivered training sessions aimed at improving sales performance and sourcing techniques.
- Conducted product training webinars specifically designed for B2B clients.
- Worked on database management to identify and generate leads from raw data.
- Developed innovative techniques for lead generation from existing databases.

Achievements:

- Successfully trained numerous sales teams, resulting in significant improvement in sales performance.
 - Enhanced lead generation processes, leading to an increase in qualified leads and sales opportunities.
 - Consistently received positive feedback from B2B clients for effective product training sessions.
 - Represented company to receive IFA international fame awards 2021 in Franchise category
-
- Has worked with **MAX LIFE INSURANCE** as AGENCY DEVELOPMENT MANAGER from 8th September 2015 till 4th May 2018. ACHIEVEMENTS
 - ADM of the month(MFYP) OCTOBER 2015
 - ADM of the month(MFYP) June 2016
 - Partner's Trophy award winner September 2017
-
- Has worked with **PNBMET LIFE INSURANCE** as SR. BUSINESS MANAGER From (05th January 2015 to 3rd September 2015)
-
- Has worked with **MAX LIFE INSURANCE** as AGENCY DEVELOPMENT MANAGER from (29th January 2013 to 03rd January 2015).
(Job profile was to recruit agents and develop them to achieve targets Screening the profile, goal setting, conducting R&R and developing agent)

ACHIEVEMENTS
 - MEGA MILLIONAIRE -JFM 2014
 - MEGA MILLIONAIRE -OND 2014
 - Runner up in (APPS) November 2013
 - ADM of the month (MFYP) January 2014
 - ADM of the month (APPS) January 2014
 - ADM of the month (MFYP) October 2014
 - Runner up in (MFYP) November 2014
 - Retention Champ
 - S2S Master
-
- Has worked with (**Motilal Oswal Securities Subbroker**) as Sales Manager (10th December 2010- 28th January 2013) (Job description include client communication for margins, Trade modifications & Compliance Responsibilities)
-
- Has worked with **Religare Securities Ltd** as Sub-Broker from the year 2008 November To October 2010(proficiency on odin software & able to generate calls with help of own research for short term and long term investment) branch name(1561) Key skills: Stock Broking Operations.

- Worked as ASM in **Life Business projects pvt ltd** for 11 months
(Job profile was promote corporate governance system in the organization And Automate their industry with help of customized ERP solution and project financing & provide Life Insurance Solutions)
- **IRDA certified** - 2006 (completed 100 hours of IRDA Training) sponsored by Aviva Life Insurance.

(**IRDA certification** 2013 from **MAX LIFE INSURANCE**)
- **NCFM CAPITAL MARKET MODULE-2007**
- **NCFM DERIVATIVES DEALER MODULE-2012**
- Has done 2 Months summer training at **AVIVA LIFE INSURANCE**

Academic Qualifications

Bachelor Degree

Completed in 2005 from **Choudhary charan singh University** in B.Com

AISSCE (XII th, CBSE)

Passed All India Senior School Certificate Examination (XII th) in 2001 from **Summer Fields School**.

Achievements

Received gold medal in Carom during schooling

Hobbies

Traveling, listening to music, cricket, Playing Guitar & surfing Internet

Skills

Data Mining and Creating Sales Techniques

Fair knowledge of Internet and Computers.

& computer fundamentals, windows, operating system, MS-office.

& have also done 2year **diploma course** in computer science from **NIIT**.

Personal Details:

Father Name: Mr. Madan Lal Sharma
Date of Birth: 03rd November, 1982
Nationality: Indian
Marital Status: Married
Languages Known: Hindi & English

Contact Information:

- Email: rajnishsharma22@gmail.com
- Phone: 9899262101
- LinkedIn: [linkedin.com/in/rajneesh-sharma-a81126106](https://www.linkedin.com/in/rajneesh-sharma-a81126106)

Date:

Place:

Rajneesh Sharma