

Resume

Mayank Ojha

Address: Shri Mahaveer Kunj
C/o Ramgopal Sharma,
C-55, Indra Nagar,
Jhunjhunu, Rajasthan

Mobile: 7275536789

E-Mail: mayankojha92@gmail.com

Objective

- Like to work at grass root level for enhance the capacity of people to facilitate them the benefit provided by various insurance agencies.
- “To put my professional and committed efforts in all the ventures that I undertake and contribute my best performance to the organization for its excellence in a competitive and challenging environment.”
- To enhance my management skills, simultaneously contributing to the success of Organization and Development of the people.

Key skills

- Interpersonal relationship
- Team worker
- Effective communicate
- Maintaining spirit of leadership.
- Self-disciplined

Experience

1- GRAMCOVER INSURANCE BROKERS Pvt. Ltd.

22nd Dec’ 2020 – 31st Oct. 2022

Designation: Sr. Executive

Principal Responsibilities

- Acquire network of influencers and ensure activation of these channels by various initiatives and activities.
- Ensuring compliance with regulations and procedures as laid down by the IRDA by keeping up to date with all changes in the regulatory framework Understand the market dynamics and technological

advancements in the Insurance industry and build strategies around the same.

- Create a road map for the business, based upon the vision of the organization, encompassing value creation for stakeholders, customers, and channel partners.
- Responsible for overall Business/Distribution Strategy function, driving key business objectives in Northern India.
- Responsible for designing all initiatives including rewards & performance management system for POSP (Point of Sale Person).
- Responsible for channel profitability & strategic initiatives to grow the business Top line/Initiatives to grow the business,
- Effective relationship management with Insurance companies.
- Monitoring and reporting on performance against agreed sales targets, including monitoring the performance of other staff Producing marketing literature and website content to support marketing campaigns

2- ICICI Lombard General Insurance Company Ltd.

02- Nov. – 2022 – Present

Designation: VO Unit Sales Manager

Principal Responsibilities

- Ensuring compliance with regulations and procedures as laid down by the IRDA by keeping up to date with all changes in the regulatory framework Understand the market dynamics and technological advancements in the Insurance industry and build strategies around the same.
- Create a road map for the business, based upon the vision of the organization, encompassing value creation for stakeholders, customers, and channel partners.
- Responsible for overall Business/Distribution Strategy function, driving key business objectives in North West Part of India.
- Responsible for designing all initiatives including rewards & performance management system for POSP (Point of Sale Person).
- Responsible for channel profitability & strategic initiatives to grow the business Top line/Initiatives to grow the business,
- Monitoring and reporting on performance against agreed sales targets, including monitoring the performance of other staff Producing marketing literature and website content to support marketing campaigns

Education

Qualification	Year
Graduation	2017
Intermediate	2013
High School	2011

Personal Information :-

Father Name : Omkar Nath Ojha
Date of Birth : 05 June 1994
Languages Known : English, Hindi