# **Prasoon Shukla**

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***Seeking assignments in Sales & Marketing with an organisation of repute***

***SYNOPSIS***

* A result oriented professional with **above 9 years** of experience in Sales and Marketing, Product Launches/ Promotions & Client Relationship Management.
* ***Working with AVIVA LIFE INSURANCE COMPANY LTD.***
* Extensive experience in consistently raising sales and profitability for the company.
* Proficient at maintaining cordial relationship with customers, ensuring quality and service norms to achieve customer satisfaction and business retention.
* Deft at providing value based services & solutions by understanding the needs of the client business.
* Experience in implementation of marketing/ sales promotion plans for business generation.
* Proficient in steering bottom line profitability by ensuring optimal utilization of available resources.
* An effective communicator with excellent relationship building & interpersonal skills.

***CAREER CONTOUR***

**MARCH 7TH 2024 to Present with *AVIVA LIFE INSURANCE COMPANY LTD* AS KEY ACCOUNT MANAGER in IMF Channel**

***The Attainments:***

* Shouldering responsibility of developing business of life insurance.
* Actively aboard the partner and build Relationship for developing Life Insurance business
* Administered activities related to Relationship development with customers
* Accountable for successfully achieving the monthly sales

***PREVIOUS ASSIGNMENTS***

**JUNE 1ST 2023 to 29TH FEBRUARY 2024 with *BAJAJ ALLIANZ LIFE INSURANCE COMPANY LTD* AS SENIOR TERRIORTY MANAGER in IM Channel**

***The Attainments:***

* Shouldering responsibility of developing business of life insurance.
* Actively aboard the partner and build Relationship for developing Life Insurance business
* Administered activities related to Relationship development with customers
* Accountable for successfully achieving the monthly sales

**JUNE 11TH2021 to 31ST MAY 2023 with *MAX LIFE INSURANCE COMPANY LTD* AS AREA MANAGER in IMF & IM Channel**

***The Attainments:***

* Shouldering responsibility of developing business of life insurance.
* Actively aboard the partner and build Relationship for developing Life Insurance business
* Administered activities related to Relationship development with customers
* Accountable for successfully achieving the monthly sales

**JUNE 11TH 2018 to JUNE 10TH 2021 with KOTAK LIFE INSURANCE INSURANCE CO. LTD. AS A SALES MANAGER in CAB Channel**

***The Attainments:***

* Shouldered responsibility of developing business of life insurance.
* Actively develop Relationship with Brokers,Cooperate Agents,Individual Agents for developing Life Insurance business
* Administered activities related to Relationship development with customers
* Accountable for successfully achieving the monthly sales

**AUG 1ST 2017 to 7TH JUNE 2018 with *ROBINHOOD CAPITAL SERVICES PVT. LTD* AS SR.RELATIONSHIP MNAGER in Direct Vertical**

***The Attainments:***

* Shouldered responsibility of developing business of life insurance, health insurance, general insurance.
* Actively involved in meeting with clients, leads generated by tele team.
* Administered activities related to Relationship development with customers
* Accountable for successfully achieving the monthly sales

**DEC 29TH2014 to MAY 30TH 2016 with PNB METLIFE INDIA INSURANCE CO. LTD. AS A RELATIONSHIP MANAGER in Bancca Channel**

***The Attainments:***

* Shouldered responsibility of developing business of life insurance.
* Actively involved in meeting with clients.
* Administered activities related to Relationship development with customers
* Accountable for successfully achieving the monthly sales

***IT SKILLS***

* Excelled in MS Office (Word, Excel and PowerPoint) and Internet Application.

***ACADEMIA***

* MBA from Guru Jambheshwar University (Hisar) in 2014
* BBA from Annamalai University( Tamil Nadu) in 2009.
* Class XII (Commerce) from CBSE Board in 2006.
* Class X from CBSE Board in 2004

***PERSONAL DETAILS***

Date of Birth-:25th March 1988

Address-:Flat no-607,Sandal-B,Salimarcity,Delhi wazirabad road,Sahibabad,Ghaziabad,U.P-201005