

CURRICULUM VITAE

NISCHAL SAXENA

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Near Shiv Mandir Marinath Bareilly
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OBJECTIVES:

To prove myself a real asset to my organization and work with an organization where my creativity improves and I can set personal benchmark through comprehensive management skills required to qualify higher level of responsibility.

PROFESSIONAL EXPERIENCE:

Working in SBI Life Insurance Company Limited as SR. BDM. BROKING CHANNEL

Responsibilities:

1. Handling the Sales with the help of team and self sourcing.
 2. Analyzing performance and drawing up action plans.
 3. Establishing strong relationships with staff and clients.
- Obeying agency regulations, guidelines, and policies, and ensuring staff does the same.

Working in ICICI LOMBARD GENERAL Insurance Company Limited as Senior Relationship Manager . (Jan 2022 to July 2022) AGENCY CHANNEL

Responsibilities:

1. Recruiting, screening, and training new agents.
 2. Analyzing performance and drawing up action plans.
 3. Establishing strong relationships with staff and clients.
- Obeying agency regulations, guidelines, and policies, and ensuring staff does the same.

Working in BAJAJ ALLIANZ LIFE Insurance Company Limited as Senior Business sales Manager (22 Oct 2019 to 23 August 2021) DIRECT CHANNEL

Responsibilities:

- Handling the Sales with the help of team and self sourcing.
- To close the leads provided by Relationship Manager of Bank Partner.
- Conduct skilling sessions for bank staff on a regular basis.
- Selling of life insurance products and completing monthly sales target.

> Worked as ICICI prudential life insurance company limited as a sales Manager. (March 2015 to Aug 2019). Agency Channel

Responsibilities:

1. Recruiting, screening, and training new agents.
2. Analyzing performance and drawing up action plans.
3. Establishing strong relationships with staff and clients.
4. Obeying agency regulations, guidelines, and policies, and ensuring staff does the same.

>Worked in R.K Securities Pvt. Ltd. As Sales Manager from (Jan 2013 to Feb 2015)

Responsibilities:

- a. Handling the Sales with the help of team and self sourcing.
- b. Ensure achieve the given target with the help of Assets customer of Delhi.
- c. Relationship building and liaising with client for bank management for developing effective Sales strategies.
- d. Acquiring new customer through the different activity plan in the vicinity.

>Worked as CSE (Citizen Service Executive) in CMC as a behalf of TCS (Passport Seva Project) at Bareilly for about 1 years (November 2011 – November 2012).

Responsibilities:

- e. Taking care of citizens with regard to Passport Seva.
- f. Maintaining Relationship with citizens & Passport Seva officials.
- g. Organizing relationship activities for citizens to provide them good services on behalf of Passport Seva project.
- h. Taking care of citizens after passport delivering for smooth flow of services.
- i. Collecting prescribed Fee from citizens against their Passport applications.

PROFESSIONAL QUALIFICATION:

Course	Institute	University	Year
<i>Bachelor of Computer</i>	<i>Invertis Institute of</i>	<i>M.J.P. Rohilkhand</i>	<i>2008-2011</i>
<i>Application (BCA)</i>	<i>Management</i>	<i>University, Bareilly</i>	

1. *Strong communication skills with people of all level and roles.*

2. *Driven to learn and apply new ideas and skills.*

3. *Recognized as a creative and practical problem solver.*

4. *Unique ability to adapt quickly to challenges and changing environments.*

5. *Able to coordinate multiple projects and meet deadlines under pressure.*

PERSONAL DETAILS:

Father's Name. Date : Mr. Jagdish Saran saxena
Studies, Bareilly

EXTRA CURRICULUR ACTIVITIES:

- *I have done NISM Mutual fund certification.*
- *Having 2 years experience in dealing people & to provide them satisfactory services.*
- *Awarded as **STAR PERFORMER** in the area of Business Operations at **Bareilly Passport Seva Kendra** for the month of July, 2012*

ACADEMIC QUALIFICATION:

□ *XIIth (Science) (U.P. Board, Allahabad)*

STRENGTHS:

Date of Birth 01 July 1991

Languages Known : English & Hindi
Nationality : Indian
Hobbies : Music & cooking
Passport no. : L2097190

I do hereby declare that all the information provided by me, are true to best of my knowledge.

DATE:

(NISCHAL SAXENA)

PLACE: