

AJIT SINGH



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Indore , India 453771

EDUCATION

Post Graduate Diploma In
Management , Marketing
**Integrated Academy of
Management & Technology ,**
Ghaziabad
July 2005 - June 2007

Bachelor Of Commerce ,
Marketing
**International College of
Commerce & Arts**, Indore
July 2001 - May 2005

12th, Commerce
**Little Flower Higher
Secondary School** , Betul
July 1999 - June 2001

LANGUAGES

English:

Advanced

Hindi:

Fluent

PROFESSIONAL SUMMARY

Professional with 17 Years & 08 Months of experience in Life Insurance in Banc assurance & Channel Sales, Marketing, Business Development, Client Relationship Management and Team Management.
Rich experience in Sales of Group Policies & Retail Policies of Life Insurance.

WORK HISTORY

April 2024 - Current

HDFC Life Insurance Company - Territory Head, Indore , India
Team Size - 87 (DRs- 8 Cluster Sales Manager + 78 FLS + 1 Sales Co-Ordinator).
Job Profile:-

Presently based at Indore, managing Madhya Pradesh & Chhattisgarh for Hdfc Bank Ltd. Responsible for Assets Channel of Hdfc Bank Ltd. like Agri Loan, Auto Loan, CV Loan, CE Loan, Education Loan, EEG Loan, Personal Loan, Gold Loan, BBG Loan, ECG Loan, TW Loan, Tractor Loan, MEG Loan, IFG Loan, ME Loan, MRM Loan, Credit Card & Payment for selling Credit Life Insurance Policies & Individual Policies.

November 2013 - February 2024

Max Life Insurance Company - Senior area sales manager, Indore , India
Team Size - 31 (DRs-6 Territory Manager+ 3 Ops).

Job Profile:-

I was based at Indore, managing Madhya Pradesh & Chhattisgarh for 10 Relationships viz Axis Bank Ltd., Hinduja finance Ltd., Piramal Capital & Housing Finance Ltd., India Shelter Financing Corp. Ltd., Syndicate Bank Ltd., Unimoni Ltd., & Toyota Financial Services Ltd., Mahindra Finance Ltd., Mahindra Brokers, Ujjivan Bank. Bancassurance partner for the whole of MP&CG Region.

□ Responsible for All the Loan Channel of Axis Bank Ltd. like Home Loan, Loan Against Property, Agri Loan, Auto Loan, CV Loan, Education Loan, EEG Loan, Personal Loan & Gold Loan for selling Credit Life Insurance Policies & Individual Life Policies.

□ Responsible for Indiabulls Channel of Home Loan & Loan Against Property for Credit Life Insurance Sales.

□ Developing new strategies for sourcing new Business and activating staff of Axis Bank Sales Staff.

□ Motivating RM's for growth.

□ Suggesting and implementing the sales strategies with Axis Bank Regional Managers of all Channel for generating new business.

□ Responsible for designing local contest for branches to increase competitiveness.

□ Responsible for Training of all the channels Team of Axis Bank Ltd. of MP&CG Region.

□ Training provided to Team Leaders & Sales Executive from time to time.

□ Ensuring all the loans of Axis Bank Ltd. will be secured with Credit Protect policies.

□ Ensuring all the policies get issued within a specific TAT and reach to customer on time.

□ Responsible for all the Operation Process like forms login, discrepancy clearance done by me.

□ Ensuring all the Axis loan customers are informed & pitched about Credit Protect Policies.

□ Assistance in Death Claim Process to complete as soon as possible.

□ Generating Business from DSA channel of Axis Bank Ltd.

□ Taking care of Credit Protect Attachment in Home Loan & Lap, Agri, Auto, Tractor, Education, CV, Gold & EEG.

□ Ensuring all the loans of Axis Bank Ltd. will be secured with Credit Protect policies.

October 2012 - November 2013

HDFC Life Insurance Company - Senior Corporate Agency Manager, Indore, India

Team Size - 7 (DRs-7 SDM).

Job Profile:-

- ☐ Based at Indore, managed Indore, Dewas, Ujjain, Pithampur & Ratlam for Relationships like Hdfc Sales Pvt. Ltd & Hdfc Ltd.
- ☐ Managed 2 Relationships viz Hdfc Sales Pvt. Ltd & Hdfc Ltd. Banc assurance partner for the whole of Indore and Spokes.
- ☐ Handling 7 Relationship Managers who are responsible for generating business from Hdfc Sales Pvt. Ltd and Hdfc Ltd.
- ☐ Developing new strategies for sourcing new Business and activating staff of Hdfc Sales Pvt. Ltd & Hdfc Ltd.
- ☐ Motivating RM's for growth.
- ☐ Suggesting and implementing the sales strategies with Deputy Regional Manager and Branch heads for generating new business.
- ☐ Responsible for designing local contest for branches to increase competitiveness.
- ☐ Ensuring all the loans of Hdfc Ltd. will be secured with Credit Protect policies.

September 2007 - September 2012

Met Life Insurance - Relationship Manager, Ratlam, India

Team Size - 11 (DRs-5 Relationship Associate + 6 Off Role).

Job Profile:-

- ☐ Handled Axis Bank Branch Channel for Retail Policies at Orissa from 2007-2010.
- ☐ Handled Ratlam, Mandsaur & Shajapur, for Relationships like Apex Bank, DCCBs and Societies.
- ☐ Handled 16 BDEs who are responsible for sourcing business from bank branches.
- ☐ Developing new strategies for sourcing new Business and activating Bank staff.
- ☐ Motivating BDEs for growth.
- ☐ Suggesting and implementing the sales strategies with Area Manager and Branch heads for generating new business.
- ☐ Responsible for designing local contest for branches to increase competitiveness.
- ☐ Presentation and Campaign in Clubs, Residential Societies and Schools.
- ☐ Recruitment of new person and grooming him/her as per organizational need.

SKILLS

- Relationship Management
- Life Insurance
- Sales
- Team Handling
- Bancassurance
- Customer Service
- Channel Management

ACCOMPLISHMENTS

Secured 2nd position in Eastern Zone in KIP (Knowledge is power) in June 2008.

Secured 2nd position in Eastern Zone in selling of Traditional Products in May 2008.

Qualified for Dubai Contest in September 2008.

2 times qualify for EDGE (Education, Development, Growth & Empowerment) Training Program.

Qualified in SMS Quiz in Traditional Products in July 2008.

Qualified in Magical Innings in May 2009.

Qualified for Shanghai Mesmerizing in September 2009.

Qualified in Trade the Traditional in October 2009.

Qualified for Thailand in November 2009.

Qualified in Renewal Mania Contest in 2009.

Only SM who crossed 1.5 crores of GTL in 2011.

Only SM who generate 136 number of policies in a month March 2012.

Click 2 Protect Bonanza Qualify.

Secured 3rd Position in Pan India in Click 2 Protect for Super Champion Contest.

Qualify for International Contest Continuously in 2014, 2015, 2016 & 2017.

Qualify for Domestic Contest in 2019 & 2022.

Qualify for HongKong Contest in 2024 at Hdfc Life.

Qualify for Georgia Contest in 2024 at Hdfc Life.

DECLARATION:-

I, hereby declare that all the information furnished above is true and complete to the best of my knowledge and belief.

Date:-

Ajit Singh