

## Resume

**Yogesh Balu Gaikwad**

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### CAREER OBJECTIVE

An enthusiastic individual seeking a position to showcase my experience and communication skills, to achieve sales target and increase business revenue.

### ACADEMICS

Year of Passing	Degree	University / Board	Percentage
2015	Bachelor of Arts in Economics	University of Madras	75%
2012	Class XII - Commerce Stream	CBSE Board	61.3%

### SKILLS

<b>Information Technology</b>	<ul style="list-style-type: none"><li>• Operating Systems: Windows and Apple macOS. Application software: Ms-Office.</li><li>• Reasonable Exposure to Internet.</li></ul>
<b>Personal</b>	<ul style="list-style-type: none"><li>• Flexible &amp; Versatile.</li><li>• Active Team player with good Communication Skills.</li><li>• Strong problem solving and decision-making skills.</li><li>• Disciplined, determined and dedicated.</li><li>• Swift organizing ability and effective leadership quality.</li></ul>

### WORK EXPERIENCE

#### **TATA AIG**

#### **CHANNEL SALES MANAGER ( GENERAL INSURANCE) DECEMBER 2019 - TILL DATE**

- Responsible for execution of the organizational strategy to ensure desired business results .
- Broaden & sustain existing business base
- Responsible for recruitment of Agents through various sources to ensure achievement of business targets
- Accountable for Training and Development of Each Agent thus recruited and activating them as per the company guidelines.
- Responsible for explorations & identification of new business avenues
- Responsible to maintain & enhance service levels provided to the clients
- Adhere to performance standards for the team
- Responsible for Channel Partners engagement & networking to gain market feedback & to identify further business avenues

## **HDFC Life Insurance**

Corporate Agency Manager (Insurance Sales): February 2017 - March 2019.

- Developed and implemented successful sales strategies that led to exceeding sales goals on a monthly basis.
- Monitored individual performance results and engaged in timely coaching sessions on regular basis.
- Successfully led sales team through company changes while maintaining productivity of the team. Interfaced with senior management to better understand critical objectives and made recommendations when appropriate.
- Awarded Target Achievement Certificate for the year 2017-18.

## **AEGIS BPO Services Ltd.**

Customer Service Executive (Reliance Mutual Fund): June 2015 - September 2016.

- Identified and evaluated opportunities improving the process and customer experience.
- Assisted the sales team for incoming requests for new services.
- Analysed customer needs and made arrangements adhering to company policies.
- Handled escalated and upset calls, maintained and updated the outbound call reports

## **SKILLS**

### **Co-Curricular Activities:**

- Represented school in district level Cricket Tournament.
- Volunteered for Social service league in college, to raise funds for community Orphanage and OldAge home.
- Elected as the Event Head at 'Guru Utsav' College festival.

## **PERSONAL PROFILE**

**Father's name:** Balu Devram Gaikwad

**Date of birth:** 2<sup>nd</sup> October 1992

**Nationality:** Indian

**Marital status:** Single

**Hobbies:** Cricket and Creating content on YouTube.

**Languages known:**

- English (Proficiency level: Professional)
- Marathi (Proficiency level- Native)
- Hindi (Proficiency level- Native)
- Tamil (Proficiency level- Elementary)

## **DECLARATION**

I, here by, declare that the information stated above is true to the best of my knowledge and conscience.

(Yogesh B. Gaikwad)