

P.Ranjit Kumar patro

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CAREER OBJECTIVE

To work and succeed in a stimulating and challenging environment, building the success of the company while I experience advancement opportunities.

SKILLS

Skills

- * Communication
- * Customer service
- * Team work
- * Professionalism
- * Underwriting guidelines
- * Business analyst
- * Quick learning
- * Results oriented
- * Problem solving

EXPERIENCE

Sep-2019 - Oct-2020

Relationship manager

Max bupa health insurance company

Bancassurance with HDfC bank

- *Responsible for managing the Max Bupa regional Sales through the Bancassurance partner.
- *Work closely with the partner channel, particularly branch managers of the Banca partners, Customer Service and across the business to ensure the timely delivery of high value, high-quality services to Banca beneficiaries.

Aug-2017 - Jul-2019

Relationship manager

Tata aia life insurance

Financial Service Consultancy (Banca-Assurance) work with Indusind bank

- *Acted as an Investment advisor to the priority customers
 - *Handling Walk- In customers of the bank and Identifying their investment needs and providing solution with a suitable investment plan.
 - *Tapping the right database of the branch and ensure authentic documentation
 - *Engaging in open and trusting relationship with the Branch Managers/staff/officers
 - *Engage the employees of the bank branches in regular discussion to transfer knowledge about insurance.
 - *Sharing MIS data of staff achievement and future prospects or business on daily basis with manager.
 - *Lead the cross selling of insurance (life & non-life) products to the priority customers
- Significant Highlights:
- *Achieved YTD Goalsheet of INR 1.3 crores and achieving 80% persistency

Jan-2016 - Aug-2017 **Rubique finance**
Customer sales and service *Responsible for cross selling various financial products like Mutual funds, Insurance (Life, General), etc to new customers and building depth within the existing relationships.
*Meeting monthly targets by providing 360-degree Financial Assessment Services, Wealth Management Services and by doing portfolio reviewing of the various client segment.
*Formulating strategies for expanding the client base by providing investment advice to the clients.
*Maintaining long-term relationships with existing/new clients for increasing the Asset Under Management (AUM) for the company.
*Cross-sell products and services to both new & existing clients according to their need.

Aug-2014 - Dec-2015 **Andromeda Bpo**
Customer sales executive Sales and service on call

Jun-2011 - Jan-2014 **Bharti Airtel**
Field sales officer Retail sales on berhampur odisha market

EDUCATION

Degree/Course	Institute/ College	University/ Board	Percentage/ CGPA	Year of Passing
B.com	Berhampur university	Odisha board	52% %	2013

PERSONAL DETAILS

Address Native Adress -Room no 3,harsha vihar 1st lane ,Sri ram nagar ,aska road,ganjam , berhampu,760002 .
Berhampur, Odisha, 760002

Date of Birth 28/08/1992

Gender Male

Nationality Indian

Marital Status Single

Languages Known Hindi, English,odiya

DECLARATION

I hereby declare that all the above information is true to best of my knowledge

P.Ranjit Kumar patro