**Curriculum Vitae**

**Rajesh Hemant Naik**  7977713658

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# Career Objective

# To be associated with a company within which I will be able to utilize my education, communication skill and the marketing knowledge for the benefit of the company as well as for personal growth and Professional advancement.

# Professional Summary & Roles and Responsibilities

* Currently working with **Canara HSBC OBC Life insurance as Senior Sales Officer From 21** st Feb 2021 till Date.

ROLE; I handled one branch where I co ordinate with the PSC meet domestic and HNI customer and help PSC to archive their target and get them qualified for ongoing contest.

* Worked with **Y-AXIS SOLUTIONS PVT.LTD** as International Immigration Consultant from 4th Nov 2019 to 13th April 2020.

**ROLE:** Co-ordinating with client guiding then regarding Permanent Residency and also Education I explain them about course for their further carrier like in which country the college and university are best and after completing of there course help them for getting job also

* Worked with **HDFC Life Insurance** as **Corporate Agency Manager** From24 Jun 2017 till 24 June 2019.

**ROLE:**  Branch Banking I handled an entire branch where I co ordinate with the RM ,CARM ,PB and Branch Manager help them to achieve there as well as my target and also qualify them for contest which were held within HDFC Bank Pan India I get connect with bank customer who want to invest in insurance and helping them to protect their family and TAX saving

Provide **Training** to Relationship Manager about new products/plans as well as to the new members in the team and getting them productive quickly.

To **Co-Ordinate** and work with the **Branch Manager**, **Relationship Manager** Team.

Creation and execution of Sales Report (Daily MIS productivity) on daily basis and submitting it to the L1 manager.

Qualify BM and RM for launched contest in the department.

* Worked with **Grand Marshall** as **Senior Sales Executive** From 31 Jul 2012 to 17 Oct 2015.

**ROLE:** it was a field sale where I have to go on field and target the small-scale company owner for insurance where I used to sale Future Generali Insurance it was pure field work sales.

# Education Qualification

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| --- | --- | --- | --- | --- |
| **Examination** | **College/University** | **Year of Passing** | **Percentage** | **Class/Grade** |
| Digital Marketing | ExcelR Solutions | 2020 | **B** | **B** |
| BE (Information Technology) | KCE’s College of Engineering & IT, Jalgaon | 2013 | 58% | 2nd Class |
| Diploma in Information Technology | Babasaheb Gawde college of computer engineering and Information Technology, Mumbai. | 2009 | 69.59% | 1st Class |
| SSC | St. Xavier’s High School | 2005 | 51.33% | B |

**Certification**

* **Digital Marketing** From **Excelr Solutions**
* **SEMRUSH** Certification For **SEO Fundamental Exam**
* **GOOGLE ADS Shopping ADS** Certification
* **GOOGLE ADS APPS** Certification
* **GOOGLE ADS Display ADS** Certification
* **GOOGLE ADS Video ADS** Certification
* **GOOGLE ADS Search ADS** Certification
* **SOCIAL MEDIA** Certification
* **GOOGLE ANALYTICS** Certification

**Technical Proficiency**

* **Computer Skill** : MS Office
* **Domain** : Banking and Insurance, Digital Marketing,

**Positive Abilities**

* Good in Time Management
* Excellent understanding of market requirements and update on a regular basis.
* Completion of target in time with least wastage and Proper security to avoid any late completion of task.
* Ability to work independently as well as a team member, **Self-Motivated** and starter, problem solving skills, **Quick learner** of new products.
* Keeping strict control over quality with proper safety.
* Putting planning into action so that target can be achieved.

**Personal Details**

Postal Address: C/24 Uttarayan CHS, Mahakali Caves Road, Andheri (EAST), Mumbai 400093.

DOB: 03/04/1988

Gender: Male

Marital Status: Married

Nationality: Indian

Languages known: English, Gujrathi, Marathi & Hindi.

Hobbies:

* Playing Football, Basketball and Cricket.

I hereby declare that the above information is true to the best of my knowledge. If given an opportunity to work, I promise, would work to the peak of my efficiency and excellence for the goodwill and prosperity of the company.

Thanking You Yours Faithfully,

Place: Mumbai (**Rajesh Naik)**