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| Prathamesh Bagul   |  |  |  | | --- | --- | --- | | Manager | A-403 Shivswapna chs, behind naik nagar, shivshrusti road , Mumbai, 400024, India | +91 9930305832 | | |
| Details A-403 Shivswapna chs, behind naik nagar, shivshrusti road , Mumbai, 400024, India  +91 9930305832  [prathz.bagul@gmail.com](mailto:prathz.bagul@gmail.com) Skills  |  |  | | --- | --- | | Communication Skills | | |  |  |  |  |  | | --- | --- | | Time Management | | |  |  |  |  |  | | --- | --- | | Leadership Skills | | |  |  |  |  |  | | --- | --- | | Ability to Work Under Pressure | | |  |  |  |  |  | | --- | --- | | Fast Learner | | |  |  |  |  |  | | --- | --- | | Effective Time Management | | |  |  |  |  |  | | --- | --- | | Customer Service | | |  |  |  Languages  |  |  | | --- | --- | | English | | |  |  |  |  |  | | --- | --- | | Hindi | | |  |  |  |  |  | | --- | --- | | Marathi | | |  |  |  |  |  | | --- | --- | | German | | |  |  |  Hobbies Sport, Riding Bikes, Reading, Traveling | |  |  | | --- | --- | |  | Profile |  |  |  | | --- | --- | |  | * Award winning Sales Professional with over 9 years of sales experience in the insurance industry with a history of being awarded for goal attainment. * Meet with potential clients to discuss insurance needs and sell related products as motor, health, life, travel and non motor insurance products. * Utilizing client Information to maximum opportunities to cross sell. * Recognized for building strong relationships with clients, maintaining customer loyalty and trust. * Expertise in motor, health, life and non motor insurance. * Create new sales strategies and execute those strategies in conjunction with corporate sales plans. * Review client health care to assess insurance plans and recommend the right combination of deductible and payment. * Diagnose customer financial status and develop a plan for life insurance, retirement and fixed income. |  |  |  | | --- | --- | |  | Employment History |  |  |  | | --- | --- | |  | Customer Service Officer at Caltech Services Pvt Ltd, Mumbai December 2011 — January 2013   * Making sales outbound calls to the new clients and pitching regarding the motor insurance and generating leads. * Eared frequently top performer of the month certificates. * Preparing quotations related to the requirements of the clients. * Preparing sales report.  Team Leader at Sundaram Business Service Pvt Ltd, Mumbai February 2013 — May 2015   * Manage a sales team of approx. 15 customer service representatives and ensure that all key metrics of performance as per the Client SLA are met and exceeded * Ensured productivity & performance of the team. * Supervised outbound team to ensure they followed computer-generated lead order and exhibited courtesy at all times. * Ran monthly goal contests with rewards. * Developed and implemented successful sales strategies that led to the team exceeding sales goals on a monthly basis. * Successfully led the sales team through company changes while maintaining the productivity of the team. Interfaced with senior management to better understand critical objectives and made recommendations when appropriate. * Motivated team to meet monthly goals and beat other teams. * Awarded with the Best performer certificates by the organization.  Assistant Manager at Landmark Insurance Brokers Pvt Ltd, Mumbai July 2015 — October 2020   * Promoted to Assistant manager from relationship manager in one year. * Sell various types of insurance policies to businesses and HNI-Individuals on behalf of insurance companies, including motor,  life, Health, and non motor insurance by meeting them. * Selected In core team to conduct worksite Insurance campaign for Multinational Corporation. * Responsibly handled managements clients and cross sell them required insurance products. * Collaborate with underwriters, accounts, claims experts, and senior management to help companies develop plans for new lines of business or improving existing business. * Advising and cross selling to HNI and Ultra HNI clients on motor, health, life, travel, and commercial products. * Awarded with the Best performer certificates by the organization.  Associate Director at Gbappa Life and Wealth OPC Ltd., Mumbai October 2020   * Advising and cross selling to HNI and Ultra HNI clients on motor, health, life, travel, and commercial products. * Sell various types of insurance policies to businesses and HNI-Individuals on behalf of insurance companies, including  life, Health, and non motor by meeting them. |  |  |  | | --- | --- | |  | Education |  |  |  | | --- | --- | |  | HSC, Mumbai Hindi UniversityBachelor of Arts, Mumbai Hindi University | |