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| Prathamesh Bagul

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| Manager | A-403 Shivswapna chs, behind naik nagar, shivshrusti road , Mumbai, 400024, India | +91 9930305832 |

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| DetailsA-403 Shivswapna chs, behind naik nagar, shivshrusti road , Mumbai, 400024, India+91 9930305832prathz.bagul@gmail.comSkills

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| Communication Skills |
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| Time Management |
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| Leadership Skills |
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| Ability to Work Under Pressure |
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| Fast Learner |
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| Effective Time Management |
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| Customer Service |
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Languages

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| English |
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| Hindi |
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| Marathi |
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| German |
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HobbiesSport, Riding Bikes, Reading, Traveling  |

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|  | Profile |

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|  | * 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.
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|  | Employment History |

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|  | Customer Service Officer at Caltech Services Pvt Ltd, MumbaiDecember 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, MumbaiFebruary 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, MumbaiJuly 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., MumbaiOctober 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.
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|  | Education |

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|  | HSC, Mumbai Hindi UniversityBachelor of Arts, Mumbai Hindi University |

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