**D. Shailesh Kumar**

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**An astute professional with nearly 10 yrs. of experience in Insurance Industries channels- Bancassurance, Agency, Direct Marketing. Recruitments New channel Partners Agency & Also work with Direct Marketing, Insurance, Housing loans, Partner’s Sales, Marketing, Customer Relationship Management, Team Management, Business development, B2B, B2C sales, Recruiting channel Partners, Stockholders, Distributors Investment. Currently associated with Reliance Nippon Life Insurance Company Limited. (Location MP, Maharashtra, Region. Multiple locations) As a BRANCH MANAGER – Agency Digital channel. Rendering efficient support strong relationship management training skills to development of business. Proficient in managing training sessions and team handling, building as well. achieve better market penetration & Ability to support sustain a positive work environment that fosters team performance with strong communication, relationship management skills.**

**Willing to relocate to: Maharashtra, MP any Location**.

**WORK EXPERIENCE:**

**BRANCH MANAGER**

**RELIANCE NIPPON LIFE INSURANCE COMPANY LIMITED – DIGITAL DISHA (AGENCY) CHANNEL**

**Nagpur, All Maharashtra, MP**

Aug 2020 to Till Date

Responsible for diving sales within the given branch/geography as per the goal sheet.

Handballing 12 Digital Recruitment Manager in Maharashtra Multiple Locations.

Continuous and effective engagement as per the channel framework with Digital Disha Channel – Supporting the vertical in generation of business. & Recruitment Marketing Associates.

Stay updated on all company initiatives, products and technology interface

Facilitating Digital Recruitment Development managers for lead generation through natural marketing & Recruitment Marketing Associates.

Training to the Digital Disha Cannel on various products/initiatives

Maintaining high business quality – Renewal collection and 13th month persistency. Generation of MDRT/COT/TOT equivalent

Corporate worksite and existing customer visits and ensure service on behalf of the company and upsell to these customers

Tracking of industry and initiatives/models launched by competition from time to time.

**CLUSTER MANAGER- – Agency RM’s & Handling Distributor partner’s**

**LANDMARK INSURANCE BROKING COMPANY LIMITED - PARTNER- CHANNEL MANAGEMENT.**

**Nagpur, Vidarbha (Multiple Location’s), Maharashtra**

Sep 2019 To July 2020

The Growth Path

Responsible for Licensing target with effective and efficient funnel management by ensuring BSM participation in recruitment Responsible for Handling the Relationship Managers & Agent, Multiple Vidhraba Location activation (New and overall) also new agent, Partners onboarding process. Data analysis along with problem identification and suggesting solutions

Responsible for implementation and institutionalization of processes and agency practices in given territory
Governance of certain processes and initiatives launched by HO
Driving, coaching and enabling filed force in given territory to ensure that licensing and activation target is met
Strategize and drive HO and Zonal initiatives in close coordination with Zone heads to achieve the desired sales result for assigned territory
Drive R&R strongly with all sales force by positioning and creating awareness.

 **TEAM LEEDER – MANAGER** **– Agency & handling Distributor**

**RELIANCE HEALTH INSURANCE COMPANY LIMITED- PARTNER- AGENCY CHANNEL**

**Nagpur, Vidarbha, (Multiple Location’s) Maharashtra**

March 2019 To Aug 2019

The Growth Path

Managing Branch and team of 6-8 PL’S

Recruitment of advisers and getting business from them Act as on ground trainer and motivator for the team.

MIS understanding and presentation skills Market intelligence on business Team handling of 6-8 On roll/off roll people over the years. The ability to recruit and license Insurance advisers, drive the team of these advisers to generate business and expand the business. Achieve Adviser activation Month on Month. Should have the bandwidth to handle more than one distribution channel Maintaining the Relationship channel Partners. Responsible for end to end business development of the assigned portfolios. Should be adept at multi-tasking handle branch sales and operations on an on-going basis, if arises. Will be responsible for achieving the business targets set for the Branch To develop adequate market intelligence to acquire business by establishing, positioning the Reliance Health brand and growing the brand. Responsible for the smooth functioning of the branch.

**AREA BUSINESS DEVLOPMENT MANAGER – Bancassurance Channel**

**ADARSH CREDIT C0-OPRATIVE BANK – (BANCA CHANNEL) LOANS & INSURANCE**

**Nagpur, Vidarbha, (Multiple Location’s) Maharashtra**

Dec 2015 To Feb 2019

The Growth Path

Managing Branch and team of 6-8 PL’S

Will be responsible for ensuring that business development goals are achieved. This position involves significant responsibility and high level of target orientation. Responsible to recruit Sales Managers. Product, potential SME & new Start-ups -loan customers, etc.) All kinds of Insurance - Life, Health, General, motor Insurance & Retail Loans Home Loan, Personal Promoter Funding etc. Company is directly empaneled with leading Asset Management Companies Drive delivery of assigned sales target. Sales Goals, Motivation for Sales, Territory Management, Presentation Skills, Performance Management, Building Relationships, Emphasizing Excellence, Negotiation, Results Driven, Sales Planning, Managing Profitability.
Responsible for Identifying Branch locations and recruiting them Will drive business through 16 Branches’ of Vidarbha Region 7Would handle entire 16 Branches’ of that Region in terms of Business & Administrations too. Will provide training support to all Branches’; Development the Vidarbha Branches. Responsible to achieve Recruitment & Business targets of Branch Model Will operate from existing Region/Circle office of ACCS, But the reporting to State Head at Circle Office. All Adarsh multistate credit cooperative society's branches drive all Multiple Insurance business. Every branch's active the insurance business month on month.

**BRANCH MANAGER – Team Management Direct channel.**

**RELIANCE LIFE INSURANCE COMPANY LIMITED- DIRECT CHANNEL**

**Nagpur, Maharashtra**

March 2014 to Nov 2015

Handled for DIRECT MARKETING channel (Handling 12 On Roll RM’s)

The Growth Path

Strong background in devising innovative marketing strategies to achieve better market penetration and garner a reasonable market share. Handling the team of Relationship Manager (Pay Roll) for the life insurance sales. Handling the 10-12 RM’s (I.e. CTC is 2.20 Laces to 3.50 Laces). Manage the Existing portfolio in Reliance Life co. p; solve Existing client’s policy’s problems.

Well guidance & work out the new investment plain. Sales in a Group Insurance business. Business Development Ensure Self

Sourcing Targets are achieved Business Reporting, MIS on sales call (LMS), Lead Utilization and conversion are tracked, Maintained and reviewed on daily basis. Drive various R&R at the team level as defined by the company from time to time.

Man, management Motivation and retention of team. (Control RM's attrition is much below the set benchmark for the channel) Provide Hand holding and sales orientation to RM's Joint Calls. The Existing portfolio in Reliance Life co. solve Existing client’s policy’s problems. Well guidance &work out the new investment Sales in a Group Insurance business. Every day provided the leads by company, at (Existing policy holder) meet. To one- on- one leads solve problems. Responsible for achieving.

**BRANCH MANAGER- Direct Marketing channel**  **HDFC LIFE INSURANCE COMPANY LIMITED.**

**Nagpur, Maharashtra**

March 2012 to Feb 2014
(Handling 12 On Roll RM’s)
Strong background in devising innovative marketing strategies to achieve better market penetration and garner a reasonable market share.
Handling the team of Relationship Manager (Pay Roll) for the life insurance sales. Handling the 10-15 RM’s. (I.e. CTC is 1.80 to 3.00 Laces). Manage the Existing portfolio in HDFC Life co. solve Existing client’s policy’s problems. Well guidance &work out the new investment Sales in a Group Insurance business.
Every day provided the leads by company, at (Existing policy holder) meet. To one- on- one leads solve problems.
Responsible for achieving Insurance premium targets through the sales distribution channels &amp; delivery on retention target. Focus on development of alternate distribution in the market (Banka Consultants, Co-Operative Banks) knowledge of local corporate group business. Effectively manage the Relationships in HNI clients &amp; Business Man, small industries. Devising new & existing Managers for attaining the departmental goal.
Handling over 8-10 Rm’s by developing & motivating them to full fill their desire.
Attaining and exceeding the daily weekly, monthly, quarterly, annual business budgets by driving performance management system. Notable Milestones Rm’s Recruitment Champ JAN 2012

**SR. SALES MANAGER – Agency channel Business development & Recruitments**

**METLIFE INDIA INSURANCE COMPANY LIMITED- AGENCY CHANNEL**

**Nagpur, Maharashtra**

January 2008 to Feb 2012

Handled for Agency channel (Handling 62 Agent’s)

The Growth Path

I have created in 5 Met Royal FA’s -2010

Joined as Sales Manger to Promoted as Senior Sales Manager within 10 months. Senior Sales Manager to Promoted as Executive Sales Manager. Agency distribution and getting the business of the company.

Recruitment of insurance service Advisor for providing to the agencies who will be on the roll of the company.

Handling team of sixty-two (62) Agents, Advisor and getting business done through them.

To look after the customers for their renewals premium and claim settlement. To create awareness to the customer regarding new products of the company. Brought in a business of 17.5 lac in a single day record in Vidharbha. Achieved 900% of the target as SM with a WRP of 75 Lakes in a year. Awarded 2 gold and 6 silver certificates from Met Life.

**EDUCATION**:

BSc Computer. RTM University Nagpur Maharashtra.

Jun 1998 to May 2001

D.O.B. -02/02/1984

**SKILLS:**

Sales, Marketing, B2B, B2C, Investment, Business Development, P&L management, Value proposition, Analytical skills, Team management, Landscaping, Recruitment, Channel Partners, Franchise, Stockholders, Distributor. Financial Agents.

**AWARDS & ACHIEVEMENTS:**

March 2010 Met Life India Insurance company ltd. “Best Nop’s & Best Recruitments Award”

March 2015 Reliance Life Insurance company Limited. “Best Achieved Business Award” JULY 2013 HDFC Life insurance company Limited. “BEST PERFORMANCE AWARD” Adarsh Insurance broking company ltd. August 2017 “BEST RECRUITMENTS AWARD” I have Qualified Contest in Malaysia & Dubai.

My total portfolio Nagpur, Vidarbha & Maharashtra All multiple locations more than 5,000 customers & 2000 more than Advisors,100 more than Front line sales executive touch with me.

I hereby declare that above provided information is correct & true to the best of knowledge.

**Date – Jan -2021**

**Place - Nagpur**

**R. D. Shailesh Kumar**