

VISHAL RAWAL

#702, Sector 33 B, Chandigarh · +91 8283832299
Vishalrawal009@gmail.com · www.linkedin.com/in/vishal-rawal-32492655/ ·

Electrical Engineer with a Masters in Marketing and Finance, with proven track record in Insurance sales, with a Knack for Analytics and Product development, looking to utilize my diversified skills in a challenging environment.

EXPERIENCE SUMMARY

JUNE 2018 – TILL DATE

ASSOCIATE UNIT HEAD- PRAHRI, DEFENSE SALES, DHFL PRAMERICA LIFE INSURANCE CO. LTD.

- All India Rank 1 Unit Head for Prahri FY2019-20. (5 Cr Sales)
- Responsible for hiring, training, guiding and motivating team of Sales Managers and Officer Prahari (On Roll Agents).
- To drive the Branch Productivity and achieve sales targets.

MANAGEMENT TRAINEE, DHFL PRAMERICA LIFE INSURANCE CO. LTD.

- Intensive training into all verticals of sales to impart knowledge of various sales channel, the corresponding support function, providing a 360° view of the company.

DEC 2014 – JULY 2016

SYSTEM ENGINEER, EDGEVERVE SYSTEM LTD. & INFOSYS LTD

- Performing manual testing on Off-shore application on FEBA.
- Maintenance of central build and Deployments on client UAT (User Acceptance Testing) servers.
- Configuration management and Maintenance of SVN

SYSTEM ENGINEER TRAINEE, INFOSYS LTD

- 2 months Generic Training in Programming Fundamentals, Database (SQL) and Software Engineering at Infosys Mysore.
- 1.5 months Stream Training in Java Enterprise Edition at Infosys Mysore. Developing Three Tiers of an Enterprise Application.

EDUCATION

Year	Degree	Institute	Percentage
2018	MBA (Marketing-Finance)	University Business School, Chandigarh	61.4
2014	B.E. (EEE)	University Institute of Engineering and Technology, Chandigarh	69.90
2010	12 th (CBSE)	Kendriya Vidyalaya OCF, Chandigarh	84.60
2008	10 th (CBSE)	Kendriya Vidyalaya OCF, Chandigarh	89.40

TRAINING AND INTERNSHIP

MAY 2017- JUNE 2017

SUMMER INTERN, PRODUCT DEPARTMENT, SBI LIFE INSURANCE CO. LTD

- To study and analyse the current Smart Advisor Mobile Application
- To perform a Comparative analysis of the mobile application top five insurance companies in the market in terms of their digital penetration.
- Using the results of the above mentioned two, suggest the changes to the current application resulting in a **Smart Advisor Reboot**: complete revamp of the application

JUNE 2013 – JULY 2013

SUMMER INTERN, EISYSTEMS

- Embedded Systems: Basic configuration and handling of PCB and coding using Embedded C.
- Robotics: Designing and configuring basic robotics circuitry for Line follower, light follower and mobile phone controlled circuit board.

JUNE 2012 – JULY 2012

TRAINEE, 66 KV SUB-STATION, M & P SUBDIVISION, INDUSTRIAL AREA PHASE 2, CHANDIGARH

- Understanding the basic transmission system of a Sub-Station.
- Maintenance and Protection of nearby 4 other substations.

SKILLS AND CERTIFICATIONS

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| • SPSS 21, R, C, C++, Matlab 7.0 | Basic |
| • Java JEE, Oracle, PL SQL RDBMS | Working Proficiency |
| • Google AdWords, Embedded Systems.
Robotics | Certification |

ACTIVITIES

PROJECTS

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| • Generating Lifestyle Schema of Saving and Investment among Working Women | 2017 |
| • Factors affecting Dividend Policy: A study of Banking Sectors of India | 2017 |
| • Research Project: Effect of Emotional Intelligence on Intra Group Behavior | 2016 |
| • A Report on Economic Analysis OIL INDIA LIMITED | 2016 |
| • Final Year Project: Portable ECG monitoring unit, using NUC140 Learning board. | 2014 |
| • Minor Project: Determination of Market Clearing Price in Pool Market with Elastic Demand, solving using Analytical approach using MATLAB 7.0 | 2013 |

EXTRACURRICULAR

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| • Organizer, Branch trip to Guru Gobind Singh Super Thermal Plant, Ropar. In association with Technical Committee. | 2013 |
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<ul style="list-style-type: none"> Organized, Zonal level workshop on Entrepreneurship, by IIT Kanpur, in UIET. In association with Entrepreneurship Development Cell, UIET. 	2013
<ul style="list-style-type: none"> Executive Member, Youth United (NGO). 	2011-2013