

CURRICULUM VITAE

BINIJA JOHN

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OBJECTIVE

Secure a responsible and challenging position with well established insurance company where I can get a further opportunity to make my career in the field of Life Insurance and Health Insurance using my current experience and abilities for the mutual employee and employer growth and success.

STRENGTHS

- Excellent Communication and Interpersonal Skills
- Ability to work under pressure
- Enthusiastic
- Dedicated and motivated team player.
- Result orientation
- Leadership skills
- Customer Orientation
- Drive initiative

WORK EXPERIENCE

1 – Manipal Cigna Health Insurance

Position – Unit Manager (June 2018 – till date)

Responsibilities:

- (a) Drive the assigned sales target through assigned bank branches.
- (b) Optimally using available leads from banking staff.
- (c) Handle the walk-in customers at the assigned banks.
- (d) Build strong relationship with bank leadership and staff of the bank branches assigned.
- (e) Connecting with employees of the bank branches regularly to train them on Health insurance product offerings and understand issues/ concerns about selling insurance.
- (f) Ensure business closing by customer follow ups.
- (g) Ensure the services provided to the customer are satisfactory.
- (h) Make sure that the client is receiving the policy documents.

2 - HDFC LIFE INSURANCE COMPANY

Position – Sales Development Manager (September 2015 – June 2018)

Responsibilities:

- (a) Recruit and Manage financial consultants.
- (b) Work with the financial consultants to meet prospective clients to close the sales.

- (c) Ensure client documents are logged into HDFC Life system once business is closed.
- (d) Worked with client to understand their requirements to suggest an appropriate plan.
- (e) Ensure that the financial consultants are active each month.
- (f) Ensure client receives the policy documents on time.
- (g) Achieve the assigned target set by the Senior Manager.
- (h) Meeting the clients to discuss about the plans.

COMPUTER KNOWLEDGE:

- MS Office.

ACADEMIC QUALIFICATIONS:

Qualification	Institution	Board	Year
B.A English Language & Literature	Newman College	M G University Kottayam, India	2015 <small>(waiting for result)</small>
HSC	St. Augustine's Girls H.S. S	Kerala Higher Secondary Board, India	2012
SSLC	DePaul E.M.H.S. S	Board of Public Examinations Kerala, India	2010

PERSONAL DETAILS:

Religion : Christian
 DOB : 14-08-1993
 Marital Status : Single
 Sex : Female
 Nationality : India
 Languages Known : English, Malayalam

DECLARATION:

I hereby declare that all the information mentioned above are true to the best of my knowledge and belief.

BINIJA JOHN