PRASHANT.SHIVNARAYAN.VERMA

**CAREER OBJECTIVE**

To secure a position in business development where I can deliver my strong and enhance the business ventures for the company expanding it reach and network..

**ORGANIZATION EXPOSURE**

# COMPANY NAME: - MSWIPE PVT LTD.

**DESIGNATION: - SENIOR SALES EXECUTIVE (FROM OCT 2016 TO APR 2019.)**

**KEY RESPONSIBILITIES DUTIES**

* Planning and executing solutions for the sales team to deliver to customers
* Mentoring sales team members
* Identifying business opportunities with current and prospective customers
* Analysing opportunities by researching the industry and market trends
* Maintaining relationships with larger clients by providing information, support and guidance
* Preparing reports by collecting sales information and statistics.

# COMPANY NAME: - HDFC LIFE INSURANCE PVT.LTD

**DESIGNATION: - BUSINESS DEVELOPMENT MANAGER (FROM APR 2019 TO PRESENT.)**

**KEY RESPONSIBILITIES DUTIES**

* Identify potential Financial Consultants (Insurance Agents) based on agreed profiles and ensure recruitment in accordance with the business plan.
* Train and motivate advisors to provide a better understanding of market/products
* Monitor and review agents performance. Help them achieve maximum business
* Meet customer on a regular basis for achieving standards
* Set targets for consultants (Agents / Advisors), review there performance & consistently raise them.

# EDUCATION

**HSC**: - D.A.V College, Mumbai April 2013.

**SSC**: - H.K.Gidwani Cos English High School, Mumbai June 2011.

**Gradation**: Mumbai University

* **TECHNICAL SKILLS**
* Microsoft office Suite- Word, PowerPoint Presentation, Excel.
  + **ACHIEVEMENT**
* HDFC LIFE \* 6PRL Login in 1Day.
* 15NOP in 1Month
* 4FC Licensed in 1Month

**PERSONAL DETAILS.**

* Communication Address- 01,indira colony, vaishali Nagar, Mulund (West) Mumbai-80.
* Mobile Number-7021120356.
* Email Id- [vermaprashant416@gmail.com](mailto:vermaprashant416@gmail.com)
* Marital Status- Single
* Date of Birth: - 19.Jan.1995
* Gender- Male.
* Language- English, Marathi, Hindi

**DECLARATION.**

I Hereby Declare That All The Statements Made Above Are True, Complete & Correct To The Best Of My Knowledge & Beliefs.

Place: Mumbai.

Signature.