

Curriculum Vitae

Mohan Lal

Add: H.No.49 L Block
Rajeev Nagar Extn
Extension New Delhi 110086
Email: spdixit831993@gmail.com
Mobile:8076948929

Objective:-

Work in environment that provide me a wide spectrum of experience and exposure and it serve the organization with positive attitude and efficiency.

Educational Qualifications:-

- Graduate (B.A) from Delhi University in 2014-2018
- Higher Secondary from C.B.S.E in 2012
- Matriculation from C.B.S.E 2010

Technical Skills:-

- Diploma in computers, Microsoft Word 2007, 2010, 2013, 2016,
- Photoshop, coral draw, Tally, HTML Or CSS.

Experience Summary:-

Company	<u>SBI LIFE INSURANCE</u>
Experience	Part of the organization From 19 th June-2023 to Present
Designation	<u>Agency Manager</u>
Responsibilities fulfilled-	<ul style="list-style-type: none">• Achieving unit business goals through quality recruitment and training of Insurance Advisors (IA).• Develop business segments as per company strategy with compliance.• Business should be of very good quality and should not be detrimental to the interests of the Company.• To recruit a team of Insurance Advisors of very high quality and standards as per the corporate strategy.• To ensure and maintain levels of productivity as prescribed.• To focus on and develop various business segments as per the sales strategy.• To train IAs with the help of the L& D team.• To ensure that there are no unethical business practices by his / her Insurance Advisors.• Adherence to the Sales Quality policy of the company.

- The UM is responsible for the Quality of business sourced by his team as defined in the Sales Quality Policy, as amended from time to time.

Company

HDFC LIFE INSURANCE

Experience

Part of the organization From 21th Nov-2022 to 14th June 2023

Designation

Business Development Manager

Responsibilities fulfilled

- Recruiting and Building a high performing distribution network to Financial Consultants (FCs)
- Training motivating and driving these certified financial consultants (agents) to sell insurance
- Meeting prospective customers with FCs to sell insurance solutions
- Providing pre and post sales support (e.g. claim settlement)
- Ensuring quality of business and persistency (renewals of premium)
- Enabling FCs to use latest digital platforms

Company

Kartik Co Pvt Ltd

Experience

Part of the organization From 23th Aug 2020 – 15th Nov-2022

Designation

Business Development Executive

Responsibilities fulfilled

- Responsible for Meeting and manage monthly target.
- Control attrition rate by team engagement activities.
- Meetings, dealing with clients and give us complete information about how to sale increase in online platform. Trained new fresher BDE and take work and sent all reports mail and Google sheet on manager. Our Company dealing with Many Countries.

Company

Flipkart Internet Pvt. Ltd.

Experience

Part of the organization From 8th July 2018 – 3rd Aug 2020

Designation

Business Development Executive

Responsibilities fulfilled-

- Responsible for Meeting and manage monthly target.
- Control attrition rate by team engagement activities.
- Meetings, dealing with clients and give us complete information about how to sale increase in online platform. Trained new fresher BDE and take work and sent all reports mail and Google sheet on manager. Our Company dealing with Many Countries.

Company

One97 Communication Ltd. Noida

Experience	Part of the organization From January 2017 – May 2018
Designation	<u>Sales And Marketing</u>
Responsibilities fulfilled-	<ul style="list-style-type: none"> ▪ Responsible for Meeting and manage monthly target. ▪ Control attrition rate by team engagement activities.
Company	<u>Teleone Consumer Product Pvt. Ltd. Delhi</u>
Experience	Part of the organization From June 2014 to Dec 2016
Designation	<u>Sales Executive</u>
Responsibilities fulfilled-	<ul style="list-style-type: none"> ▪ Teleone.com E-Commerce service provider ▪ Responsible for Meeting monthly target. ▪ Control attrition rate by team engagement activities.

Achievements:-

- High URN Build Certificate July Month 2023 in SBI LIFE.
- Top performer of the Year 2018 in Flipkart Internet Pvt. Ltd.
- Top performer of the Year 2015 in Teleone Consumer product Pvt. Ltd.

Personal Attributes:-

- Effective communication skills and leadership skills.
- Can successfully achieve the desired target even in most strenuous circumstances.
- Accepting challenges and having strong will power.
- Believe in Team Work and put extra effort in enhancing the team spirit.
- Contribute towards Process improvement and development.

Personal Synopsis:-

Date of Birth	Mar. 08 1993
Fathers name	Satish Chand.
Marital Status	Married.
Gender	Male.
Nationality	Indian.
Language Known	English, Hindi.

Date

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Mohan Lal

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