

ARJIT PANDA  
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## PROFILE SUMMARY

Accomplished Insurance Sales Manager with a strong background in driving revenue growth and enhancing performance. With over 1 year and 7 months of experience in the insurance industry, I specialize in developing and implementing sales strategies that maximize profitability and customer satisfaction. Optimizing workflows and ensuring compliance with industry regulations. Adept at building and maintaining strong client relationships, identifying market trends, and leveraging data-driven insights to guide decision-making. A strategic thinker with a hands-on leadership style committed to delivering exceptional results and fostering a positive, collaborative work environment

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## EDUCATION

MBA (Marketing & Business Analytics)  IBCS  SOA Deemed to be University   Bhubaneswar 8.91 CGPA.	2023
B. A  Utkal University  Bhubaneswar  6.9 CGPA	2021
12 <sup>th</sup> Arts  CHSE   Banishree Mahavidyalaya   Puri   64.5%	2018
10 <sup>th</sup>   HSE board (Odisha)  Panchayat high school  Puri   61.6%	2016

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## WORK EXPERIENCE

### Sales Manager

13/FEB/2023

**Company: Bajaj Allianz GIC Ltd**

#### Roles & Responsibilities:

##### NBFC's

- Conduct trainings at the branch for all banking partners around regulatory guidelines and products.
- Plan for activation of branches through R&D activities to increase the penetration in active branches to realize full potential of the bank partner in the given geography
- Relationship Management
- Drive the campaign/contest for the Partner Bank to drive sales in profitable segments.
- Assist banking partners in pitching product to crucial customers & driving sales closure for the same.
- Identify cross sell opportunities for existing customers
- Schedule meetings with prospective banking clients and brief them about BAGIC products/ offer them lucrative products in coordination with the Vertical Head

##### DSA Channel's

- Develop and manage relationships with DSAs to drive insurance product sales.
- Recruit, train, and motivate DSAs to achieve business targets.
- Support DSAs in addressing customer queries and resolving issues.
- Ensure a high level of customer satisfaction and retention through the DSA channel.
- Optimize costs related to recruitment, training, incentives, and promotions within the DSA channel.

##### Corporate Broker's

- Develop and manage relationships with corporate clients, ensuring customer satisfaction and retention.
- identify and qualify new leads through research and networking.
- Understand financial aspects of deals, including pricing, revenue models, and payment terms.
- Negotiate terms and conditions, including pricing, delivery timelines, and service agreements.
- Offer post-sale support to ensure client satisfaction and long-term relationships.

## CERTIFICATION COURSES

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- Foundations of Digital Marketing and E-commerce (Coursera, authorized by Google)
- Data Visualization and Communication with Tableau (Coursera, authorized by Google)

## SEMINAR and WEBINAR

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- Entrepreneurship\_Development
- SEBI
- Quantitative approach to Marketing
- Basic's Mutual Fund
- ICICI Securities on Stock mind- a virtual stock platform

## COMPUTER SKILLS

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- MS Office (Excel, PowerPoint and Word)
- R Programming
- Adobe Photoshop, & Video Editing

## EXTRA CURRICULAR ACTIVITIES

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Student Volunteer for Alumni Meet 2022

## PERSONAL DETAILS.....

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- DOB: 12<sup>TH</sup> Dec 2000
- Address: AT- Purusandha, Nimapara, Puri, Odisha - 752114

