



KUMAR NIHAL

BUSINESS DEVELOPMENT ASSOCIATE



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Deoghar, Jharkhand



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EDUCATION

Bachelor of Arts - Economics

Sido Kanhu Murmu University, 2016-2019

Final Marks - 67%

High School Certificate

G.D Dav Public School, 2013 - 2015

Final Marks - 77.6%

In-charge of periodic school newsroom update.

Class representative from 2013-2015.

Supervised inter-school quiz, debate competitions.

Secondary School Certificate

Vidya Niketan, 2013

Final Marks - 85.5%

SKILLS

- BUSINESS DEVELOPMENT
- MARKETING
- TECHNOLOGY ADVANCEMENTS
- SOCIAL AWARENESS PROGRAMS
- CORPORATE MANAGEMENT
- MS OFFICE
- GOOGLE DASHBOARD
- EFFECTIVE COMMUNICATION
- FOCUS ORIENTED
- EFFICIENT MULTI-TASKING
- QUICK LEARNER
- SELF-MOTIVATED
- LEADER

ACHIEVEMENTS

- CCC from NIELIT (Central Govt. certification)
- Represented school in district cultural fest - 2014
- 1st Runner up for District level poetry competition - 2012
- School level quiz winner - 2012
- Mathematics school topper-2012

ABOUT ME

Reliable and resourceful business enthusiast with a strong motive and ability to function effectively in a fast paced environment.

Seeking a position to prove my skills and make a successful impact in the growth of your esteemed organisation.

WORK EXPERIENCE

TELESALES

TEXTBOOK TELESALES-
DEC-2022 TO JULY 2023

UNIT MANAGER

NIVA BUPA HEALTH
INSURANCE COMPANY
Oct-2023 to April-2024

Here,I worked in agency channel in the designation of Unit Manager.

I recruit 10 agents in my 1st month for which I received award from my Cluster Head.I learnt alot of team handling and coordination,I am incharge of many events.I excel at my business and whatever company required.

RELATIONSHIP MANAGER

BAJAJ ALLIANZ
LIFE INSURANCE COMPANY
June-2024 to Till now

Here, I have to work on leads provided by the company and self sourcing from the market.I have to meet orphan client whose agent are not working anymore.I have to provide service and take business from them and also to generate business from open market.