Resume

### **Jyoti Kamalakar Gadge.**

### ADDRESS: At & Post – Chowk , Tal - Khalapur, Dist – Raigad- 410206.

### EMAIL: [jyotigadge588@gmail.com](mailto:jyotigadge692@gmail.com)

### MOBILE NO: 7057495994

### **OBJECTIVE:**

### To work in a professional organization under a challenging & working environment, this will utilize my skills and offer opportunities for the growth of company as well as my professional career.

### **EDUCATIONAL QUALIFICATION:**

|  |  |  |  |
| --- | --- | --- | --- |
| **Examination Pass** | **Board/University** | **Year of passing** | **Percentage/Grade** |
| S.S.C. | Maharashtra State Board | 2013 | 80.40% |
| H.S.C.(Science) | Maharashtra State Board | 2015 | 55.69% |
| BSc (Biotechnology) | Mumbai University | 2018 | B |

### **OTHER QUALIFICATION:**

### MS-CIT Passed

### Maharashtra Talent Search Exam (MTSE) passed

### **OTHER ACTIVITIES:**

### Participate in R.S.P. camp

### Participate in college poster & model competition

### **WORK EXPERIENCE:**

### BAJAJ ALLIANZ LIFE INSURANCE (10 Mar 2023 – Till date)

### Designation – Business Sales Manager

### Job Role-

### Understand customer needs and explain plans to them.

### Identify key staff in client companies to cultivate profitable relationships.

### Forward upselling and cross-selling opportunities to the sales team.

### Promote high-quality sales, supply and customer service processes.

### Aim to preserve customers and renew contracts.

### Approach potential customers to establish relationships and new business.

### Generate new leads from branch walk-in customers and and bank staff to Generate new business .

### **KOTAK LIFE INSURANCE (19 Sep 2022- 3 feb 2023 )**

### **Designation – Recruitment and development manager**

### **Job Role –**

### Responsible for recruitment and development of agents-identify, recruit and manage advisors from respective locations.

### Train and motivate advisors to provide a better understanding of market/products.

### Monitor and review agents performances. Help them achieve maximum business.

### Meet customers on a regular basis for achieving standards.

### Execution of sales strategies increase market reach and penetration through market segmentation. Seek new customers and increase sales.

### **Working with Erica Financial Grp (Feb 2020 –12 Sep 2022)**

### **(Bharti Axa General Insurance)**

### **Designation – Sales Manager**

### **Job Role –**

### Responsibility to making cold calling.

### Find out the area through advertisement, and references.

### Direct visiting to offices, societies.

### Approaching for the our better facility and services.

### Responsibilities to taking feedback and references from customers.

### Responsibility to doing sales and promotion activity.

### Responsibility to fulfill the sales target.

### **Bandhan Bank Pvt. Ltd. – On Adframe Payroll (july2018 – jan 2020)**

### **Department – Gold Loan**

### **Designation – Sales Officer**

### **Job Role -**

### Call potential customer to sale product (gold Loan) explain product to the customer on call and generate the lead.

### Continue the discussion and maintain the rapport with customer to convert the generated lead into sale.

### Doing marketing activities and other banking unit’s visits to generate leads.

### Explaining product to walk in customers in the branch to generate leads.

### Keep follow up with the customers till the loan disbursal.

### Making complete documentation of the customer for loan.

### Achieve monthly target.

### Maintain customers details and monthly reports in excel.

### **PERSONAL DETAILS:**

### Date of Birth-4th Dec 1997.

### Gender- Female.

### Marital Status -Single.

### Languages known –Marathi, English, Hindi.

### Nationality- Indian.

### Mother tongue-Marathi.

### **DECLARATON:**

### I hereby inform that above details mentioned are true and faithful to the best of my knowledge.

### **DATE:**

### **PLACE: Panvel**

### Yours faithfully

### (Jyoti K. Gadge