

CURRICULUM VITAE

SIRISH SAXENA

Flat No. 102, Arihant Darshan Apts.
Kachiguda, Hyderabad,. 500 027.

Cell +91- 9701717283
Email: sirish.saxena77@gmail.com

QUALIFICATION : **Bachelor of Commerce from Osmania University.**
: **Diploma in Sales & Marketing Management from Bhavans institute.**

Computer Skills : **Skilled in Computer Applications like MS-Office, Windows XP/Vista.**

Managerial Skills :

- Using Commercial sense to earn profits and to eliminate losses
- Reduction of expenses and utilization of maximum available resources.
- Perpetual existence of business activity and long term relationship with customers and channel partners.
- Monitoring cash flow of the business to meet the funds management.
- To reduce the procrastinating of attitude of employees, real time training to be given by monitoring their work.
- Power and accessibility management to the employees to meet their roles and goals.
- Creating the entire work flow of the company as a procedure which is to be followed to achieve a common goal.
- Creation of data base of prospective customers from various sources.
- Incentives to agents for promoting the product
- In case of venturing new geographical locations. To Control the activities through various methods to have a vigilant attitude on daily basis
- CRM : Monitoring Pre Sales n Post Sales: Always try to keep the customers satisfied and to let spread the same word of mouth
- CEIP Corporate employee insurance program conducted for HNI clients and for corporate clients from Microsoft IBM Infosys wipro HCL and deloitte will be our mainly participates
- Monitoring the Progress in work and to meet the requirement and observing the same on timely basis.
- Observe strategies of competitors and business trends, introduction of new products and innovative methods to improve the marketing policies.
- Achieving the target and monitoring them weekly/fortnightly.

- Business Associate Management Maintain ethics with business associates for a healthy and futuristic & trustworthy relationship.
- Implement methods of Media management in order to receive more mileage from advertisements.
- Peoples Management Creating a culture of a Team. Provide training & overall development to employees. Delegation of work according to their skills and to deliver feedback to management to reduce the iteration rate of employees.
- Media Planning & Methods of promotion & Methods of network to find end user/ Contact of the product: To find out best media where it reaches the end user or the prospective customer directly. Few of the methods are: Advertising (Repeatedly Getting Message Out), SMS, Broachers, Direct mail, Social Networking (Online), Hoardings, Auto adds print and electronic media collection of data base from competitors or business associates or loyal customers. Appointment of Reseller, Referral agents, distributor, dealer, word of mouth, road shows, seminars etc.
- Recruit pinnacle associates drive them for good business and quality recruitment. Coach them like mentor to sharpen their skills support them on field sales call. make them to earn good money and incentives.

Work Experience

- . Presently Working with Maxlife Insurance As a Associate
Partner sales from March 2019 till now
- 1. Worked with bajaj allianz life insurance company
As a BSM from July 2018 till march 2019
- 2. Worked With Reliance General Insurance Company
As Senior Business Manager From November 2016 to July 2018
- 3. Worked With Maxbupa Health Insurance Company.
As A Pinnacle Associate Manager From August 2015 Till October 2016
- 4. Worked With Reliance Life Insurance
As A Senior Business Development Manager From sept 2013 To july 2015
- 5. Worked with Maxlife Insurance Company
As A Senior Agency Development Manager In. From Dec 2005 To Feb.2013
- 6. Worked with standard chartered bank
As A probationary officer from april 2002 to Nov 2005
- 7. Worked with citi bank multinational bank
As A relationship manager from Jan 2000 to March 2002

Achievements: maxlife insurance company

1. Year 2006 Recruitment award winner and highest MFYP achiever award from director of agency Mr. Rajender Sud
2. Year 2007 Recruitment champion award winner highest 14 agents recruited in one month.
3. Year 2008 Premium expert award winner highest premium collected across south zone award given by Director of agency Mr. Rajender Sid.
4. Year 2009 certificate of excellence awarded for outstanding performance india challenge cup given by CEO & Managing Director Mr. Rajesh Sid.
5. Year 2009 qualify for champions meet in Goa top sales manager award received from CEO & Managing Director.Mr.Rajesh sud
6. Year 2010 Highest FYC achiever award received from director of agency Mr. Rajender Sud
7. Year 2011 qualified for champions meet in Goa top sales manager award received from CEO& Managing Director Mr. Rajesh Sud.

Training Programs :

1. Completed professional agency builder training programme. certified from kinder brother Max New York life 2008.
2. Completed Selling Skills Training Certified by CitI Bank in January 2002.
3. Completed Sales Professional Training Certified by Citi Bank in March 2002.
4. Completed The Anti Money Laundry Training from Invest One Citi bank in March 2002.

Personal Details :

- Name : Sirish Saxena
- Father Name : Mr. Vijay Prakash Saxena
- Sex : Male
- Date of Birth : 22.07.1974
- Marital Status : Married
- Religion : Hindu
- Nationality : Indian Languages Known English, Hindi, Telugu, and Urdu
- Personality : Excellent Communication Skills in English, Confident to Initiate, Implement and develop new ideas, Highly Ambitious, Positive Thinker.
