

Bharat Vinodray Pandya

"Mita Smruti, Brahma Samaj Society,
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Tirupati Nagar – 6, Raiya Road,
Rajkot.
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Objective

To be a part of an organization wherein I can utilize my analytical skills, knowledge for mutual growth and consistent value addition of the organization.

Education

III – Licentiate Examination in year 2014
B.Com – Saurashtra University, Rajkot – 63.14% in year 2004
H.S.C. – G.S.E.B. – 74.67% in year 2001
S.S.C. – G.S.E.B. – 35.00% in year 1999

Personal Details

Date of Birth	19-March-1982
Marital Status	Married
Language Known	English, Gujarati & Hindi
Nationality	Indian
Work Experience	14 Years in Marketing

Experience

(1) Organization	Reliance General Insurance co Ltd.
Designation	Branch Manager - Jamnagar
Tenure	December – 2019 to Still working
Location	Rajkot
CTC	1170000/- + Bonus

Key Responsibilities

- Achievement GWP Target and Profitability Target
- Achievement of LOB wise Premium as per allotment by company.
- Non Motor and Health business along with underwriting guideline of the company.

- Coordination with Existing OEM dealer for built relation to Increase business penetration as well as Tie up New OEM Dealer
- Support to Team to recruit of quality agents and monitoring allocated recruitment target of the team.
- Maintain agents activation ratio with New business as well as renewal retention.
- Monitoring Productivity of Team Member

(1) Organization TATA AIG General Insurance co Ltd.
 Designation Area Sales Manager – Emerging Market
 Tenure November – 2018 to November 2019
 Location Rajkot
 CTC 965000/- + Bonus

Key Responsibilities

- Develop New Spoke locations
- Achievement of LOB wise and Location wise Premium as per allotment by company.
- Develop Motor, Non Motor and Health business along with underwriting guideline of the company.
- Coordination with Existing OEM dealer for built relation to Increase business penetration as well as Tie up New OEM Dealer
- Generate Business from Spoke locations with Profitability
- Built team within allocated territory.
- Support to Team to recruit of quality agents and monitoring allocated recruitment target of the team.
- Maintain agents activation ratio with New business as well as renewal retention.
- Monitoring Productivity of Team Member

(2) Organization Iffco Tokio General Insurance Co. Ltd.
 Designation Manager – Agency Vertical Incharge
 Tenure January – 2013 to October 2018
 Location Rajkot
 CTC 776000/- + Incentive

Key Responsibilities

- To Achieve Premium Target of Agency Channel
- Monitoring Team Member Target
- Monitoring New Agents Recruitment Target
- Monitoring Agents Activation Ration
- Monitoring Productivity of Team Member

Achievement Silver Award for Highest Growth in Gujarat Region
April – 2014 to March - 2015

(3) Organization Bajaj Allianz General Insurance Co. Ltd.

Designation Executive – Banc assurance
(Bank Channel Head in Last 1 year)

Tenure April – 2010 to December - 2012

Location Rajkot

CTC 280000/- + Incentive

Key Responsibilities

- To Achieve Premium Target of Bank channel
- Monitoring Tie-up bank's
- Coordinate with Bank staff and Management
- Monitoring Productivity of Team Member
- Monitoring Team member Target

Achievement Win Excellence Award for Period
October – 2011 to March - 2012

(4) Organization Bajaj Allianz General Insurance Co. Ltd.

Designation Executive – Location Incharge - Morbi

Tenure February – 2007 to June - 2009

Location Morbi

CTC 207000/- + Incentive

Key Responsibilities

- To Achieve office Premium Target
- Handle National Tie up banks
- Handle Agency channel and Motor Channel
- Monitoring Team Member Target
- Monitoring New Agents Recruitment Target
- Monitoring Productivity of Team Member

(5) Organization Snowcem Paints Pvt Ltd

Designation Executive – Relationship Manager

Tenure One Year

Location Jamnagar

CTC 100000/- + Incentive

Key Responsibilities

- Handle Dealer network
- Collect Order and Payment in Time line
- Activity for business develops.

I hereby declare that all the information provided by me in this application is factual and correct to the best of my knowledge and belief.

Bharat Vinodray Pandya