

Name : KUMAR GAURAV
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CAREER OBJECTIVE:

Experienced Senior Manager with a Demonstrated History of Working in The Insurance Industries. Skilled In Business Planning,Marketing, Motor Insurance, Agency Development, Dealer Activation.

Academic Qualifications:

Degree / Certificate	Degree	Discipline	Institute	Board / University	Year of Passing	Aggregate % / CGPA
Graduation	B.Tech	Electronics and Communication Engineering	Bengal College of Engineering and Technology	West Bengal University of Technology	2015	7.19
12 th	CBSE	Science	D.A.V Public School	CBSE	2011	58.8
10 th	CBSE	General	Vivekanand Public School	CBSE	2009	76.6

Trainings / Projects Undertaken:

Name of Institute / Organization	Project Title	Duration
1.EAST CENTRAL RAILWAY DANAPUR,PATNA	Elect./Exch.&Testroom/UTS/PRS/OFC	FROM 17/06/2014 TO 16/07/2014
2.BCET-DURGAPUR	Automatic Switching Using PIR Motion Sensor	

- A Member Of BCET-EDC, Have Received Certificate Of Achievement For Being A Part Of College Team Who Represented During Entrepreneurship Week – India 2013 (Runners Up) And 2014 (Winner)_Organized By National Entrepreneurship Network And Wadhani Foundation.
- Participated In TATA FIRST DOT Powered By National Entrepreneurship Network And Wadhani Foundation In 2012
- Participated In Robotics In Robojagran 2012.
- Obtained 1st Place In Annual Quiz Competition Organized By Vivekanand Public School, Warisaliganj (Nawada).
- Obtain 2nd Place In 100mtrs And Long Jump In Annual Sports Meet 2011 Organised By D.A.V Public School, Bokaro Steel City, Sector-4, Jharkhand
- Co-Ordinator At Annual Cultural Event AASHA 2012 And 2013, Organized By NSS Coordinators Of BCET
- **Technical Skill:**
 - Operating Systems
 - Windows-7,8,8.1,10
 - Package Installation Known
 - MS Office 2007
 - MS Office 2010
 - Installation And Configuration Of Operating Systems Like,
 - Windows 7,8,10
 - Windows XP
 - Installation Of Patches, Various Applications & Service Pack
 - Basic Knowledge In Analyzing And Troubleshooting

EXPERIANCE:

1. Bharti Axa Gic Ltd.

Business Development Executive (2016-2018)

- **Handling Agency Channel,**
- **Recruiting New Agent and Train Them for Selling Company Product in order to Maximize the Penetration Level of client**

- Having Experience of Handling top Broker Like-FA Capital. IRSS, Renew Buy, Mint Pro ..etc.
- Planning and Implementing New Promotional Strategies to Increase Business.

SR Business Development Executive (2018-2021)

- Activating New Motor Dealer in different Location Of Jharkhand
- Handling Non-motor Agents and Brokers.
- Fully Focused on Selling Product As per our Company PMN
- Experience in Agency, Dealer And SME Channel.

2. ICICI Lombard General Insurance Company Ltd

Senior Manager (2021- Till Date)

- Handling SME channel.

Hobbies:

- Music
- Cooking
- Internet surfing

Personal Details:

Marital status : Married

Date of Birth : 26 Sept 1994

Gender : Male

Languages Known : English, Hindi

DECLARATION

I certify that the particulars given above are correct and complete to the best of my knowledge and believe that nothing has been concealed by me.

Thank You

Date:25/10/2021

Yours faithfully

KUMAR GAURAV