

Resume

Name: Sangram Samar Padhy

Address: AT/PO- Sihala

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Career Objective:

Seeking an opportunity to work with a reputable corporate, Where I can implement and exercise my educational skills and strength effectively and enable me to make a positive contribution towards the progress of the organization.

Academic qualification: -

S. No	Qualification	Subject	Board/Institute	Passing Year	Percentage
1	10th	Science	BSE, Odisha	2001	80%
2	Graduation	B.Tech	BPUT, Odisha	2008	68.40%
3	Post Graduation	MBA	IIIT (Allahabad)	2011	68.38%

Personal Details: -

- Father's Name: Pramod Kumar Padhy
- Date of Birth: 06.10.1985
- Age:38
- Sex: Male
- Marital Status: Unmarried
- Language Knowledge: Hindi, English, Odia
- Nationality: Indian
- Hobbies: Watching Cricket, Playing Cricket watching movies and Listening Music.
- My Strength: Positive Attitude, Hard Working, Learnability, Patience.

Strength:-

- Positive Attitude and Learnability
- Self Confident and Self Starter
- Team Handling and monitoring
- Quick Learner

Declaration: -

I do hereby declare that the particulars of information and fact stated here in above are true, correct and complete to the best of my knowledge and belief.

Place:

Date:

Signature

Work Experience:-

Having total 10+ Years of work experience into BFSI sector and EdTech companies mostly into sales, marketing , branch management, Leading a team of DSAs and RMs for growth and revenue generation in NOPs and suggesting customers for right courses, modules , Insurance, Protection and investment plans.

1. ShriRam Life Insurance company (Business Manager) MAY 2024- Till now

- Handling a team of 5 Agency leaders and 18 Sales officers.
- Recruiting , Activating and Monitoring Insurance advisors and managers.
- Designing and implementing effective marketing strategies to sell new insurance contracts or adjust existing ones.
- Contacting potential clients and creating rapport by networking, cold calling, using referrals.
- Appraising the wishes and demands of business or individual customers and selling the suitable protection and investment plans.

2. UpGrad Education Pvt Ltd (Senior Team Manager) OCT 2020-MAR 2024

- Got promoted from Senior admission counselor to team manager to Senior team manager.
- Handling the customers enquiry and coordination with sales.
- Handling a team of 4 Team Managers and 24 Admission Counselors and Senior Admission Counselors
- Demonstrating various Online courses and modules to candidates.
- Handling and monitoring collecting and updating the database
- Follow up with customers and managing data base off leads allocation
- Improvement and quality assurance
- Both inbound and out bound calls with physical customer meetings.

3. Reliance SMSL Pvt Ltd (Senior Branch Manager) JULY 2019-OCT 2020

- Worked in Direct Channel, A team leader with a team size of 2 Branch managers, 3 Assistant branch Managers and 24 relationship managers and executives.
- Designing and implementing effective marketing strategies to sell new insurance contracts or adjust existing ones.
- Contacting potential clients and creating rapport by networking, cold calling, using referrals.
- Appraising the wishes and demands of business or individual customers and selling the suitable protection and investment plans.

4. Edelweiss Tokio Life Insurance (Branch Manager) JULY 2017- JULY 2019

- Worked in Direct Channel, A team leader with a team size of 2 Assistant branch Managers and 13 relationship managers and executives.
- Designing and implementing effective marketing strategies to sell new insurance contracts or adjust existing ones.
- Contacting potential clients and creating rapport by networking, cold calling, using referrals.
- Appraising the wishes and demands of business or individual customers and selling the suitable protection and investment plans.

5. Max life Insurance (Deputy Manager) 2013- JUN 2017

- Worked in customer advisory team- CAT
- Joined as Relationship Manager. Got promoted to Senior Relationship Manager to Key Accounts Manager to Senior Key Accounts manager to Deputy manager in 4+ years.
- Designing and implementing effective marketing strategies to sell new insurance contracts or adjust existing ones.
- Contacting potential clients and creating rapport by networking, cold calling, using referrals.
- Appraising the wishes and demands of business or individual customers and selling the suitable protection plans.

6. HDFC Life Pvt Ltd (Assistant Manager) 2012- 2013

- Worked in Tele Assisted Direct Channel - TAD
- Designing and implementing effective marketing strategies to sell new insurance contracts or adjust existing ones.
- Contacting potential clients and creating rapport by networking, cold calling, using referrals.
- Appraising the wishes and demands of business or individual customers and selling the suitable protection plans.

Place:

Date:

Signature: