

AMIT CHOWDHURY



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JOB OBJECTIVE

Growth Facilitator with proven success in assignments related to **Insurance Sales**; targeting senior level roles with an organization of high repute.

CORE COMPETENCIES

- Insurance Sales
- Customer Relationship Management
- Financial Concept
- Business Development
- Life and Health Insurance Plans
- Revenue Generation
- Market Research / Risk Analysis
- Team Management

ACADEMIC QUALIFICATIONS

2021

Post Graduate Diploma in Insurance
Manipal Academy of Higher Education, UGC

2017

B. Tech in Mechanical Engineering
Om Dayal Group of Institutions, MAKAUT

2014

Diploma in Mechanical Engineering
Santiniketan Institute of Polytechnic, WBSCTE

PROFILE SUMMARY

- A Result driven professional with nearly 6 years of experience in Insurance Sales, Client Servicing & Relationship Management
- Conferred with "Reward & Recognition" award many times for acquiring highest slab among all
- Bagged with "health Icon" Award
- Demonstrated excellence in charting out sales plans and contributing towards enhancing business volumes & growth's
- Proficient in driving Business Development by analyzing organization's business requirements and developing innovative & cost-effective solutions for increasing sales revenue & profit margins
- Excellent communication, problem solving, innovative and analytical skills

PROFESSIONAL EXPERIENCE

Bajaj Allianz Life Insurance Company Limited, West Bengal | 05th Feb'24 – 1st May'24
Chief Business Sales Manager (Direct)

Key Result Areas:

- Promote and sell life insurance policies to prospective clients through direct channels
- Understand client needs and recommend suitable insurance products
- Build and maintain relationships with clients to ensure customer satisfaction and retention

Future Generali total insurance solutions, West Bengal | 31th Jul'23 – 9th Jan'24
Senior Relationship Manager (VSO)

Key Result Areas:

- Assisting in controlling variable costs, implementing company strategies, organizing marketing activities, developing strategies for successful recruitment, training, motivation, activation of Financial Consultants
- Communicating regularly with potential clients to offer insurance deals based on their financial status
- Nurturing the channel by taking various initiatives for relationship managers & clients which enhanced efficiency and streamlined the work flow
- Researching current industry/market trends and using knowledge for business improvement

ICICI Lombard General Insurance Company Limited, West Bengal | Jul'22 – Apr'23
Senior Relationship Manager (Agency - Health)

Key Result Areas:

- Assisting in controlling variable costs, implementing company strategies, organizing marketing activities, developing strategies for successful recruitment, training, motivation, activation of Financial Consultants
- Communicating regularly with potential clients to offer insurance deals based on their financial status
- Nurturing the channel by taking various initiatives for relationship managers & clients which enhanced efficiency and streamlined the work flow
- Researching current industry/market trends and using knowledge for business improvement

HDFC Life Insurance Company Limited, West Bengal | Mar'20 – Jun'22

Growth Path:

Senior Corporate Agency Manager (Bancassurance) | Oct'21 – Jun'22
Corporate Agency Manager (Bancassurance) | Mar'20 – Sep'21

Key Result Areas:

- Identified customers' needs and closed deals only after systematic consultation; customized insurance programs to suit customer needs
- Generated new leads from field activity and actively followed up on referrals thus achieving sales targets on a month-by-month basis
- Offered customers for life insurance product of bank

A.K. Chaudhuri & Associates | Jan'18 – Dec'19
Audit Assistant

PERSONAL DETAILS

Date of Birth: 28th April 1993

Languages Known: Hindi, English & Bengali

Permanent Address: Ward No.- 16, R.K. Road, Ashram Pally, P.O- Sainthia, City-Sainthia, Dist.- Birbhum, West Bengal - 731234