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| **Chris Harris** |
| 1691 – Popular AvenueSan Diego, CA 92139 |  | Telephone: 598-654-2356info@hloom.com |
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| **Career Goal** |
|  | **Seeking assignments in Business Development preferably in the Investment/Insurance/ Finance sector**. |
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| **Synopsis** |
|  | * Over 7 years of experience in Sales, & in the Insurance sector. Currently working with Bajaj Allianz Life Insurance Co.ltd as Sales Manager.
* A proactive leader and planner with expertise in, market plan execution account management, competitor and market analysis and targeted marketing.
* Streamlining workflow and creating a team work environment to enhance productivity innovatively.
* Conducting training programmer to enhance the knowledge of products and selling skills and how to grow within the organizations by the compilations of different goal sheets.
* An excellent communicator with recognized abilities in networking with clients for delivering the best financial solution.
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| **Areas of Expertise** |
|  | **Business Development*** Cultivating relationships with the Advisors for promoting financial solutions & Products & with HNI clients.
* Reviewing & interpreting the impact of business environment and attuning strategies accordingly; with focus on retaining the existing clients & developing new ones.
* Managing brand awareness/advertisement in the branch area to increase top of the mind recall

**Team Management*** Training & building team to manage various facets of business compliances.
* Providing direction, motivation & training to the Advisor’s team for ensuring optimum performance.
* Recruiting, mentoring & training personnel to deliver quality services in market.
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| **Organizational Details** |
|  | 1. Since Sep 06, 2011 working with Bajaj Allianz Life Insurance Co. Ltd. As Sales Manager

**Responsibilities*** + Sales and Distribution of Insurance product for Bajaj Allianz.
	+ Recruitment of Insurance Consultant.
	+ Motivating IC to achieve targets.
	+ Time to time giving them training on new products and updating market scenario.
	+ Working with them in order to make them learn, to sell and handle customer.
	+ Making all IC active every month with increase in case counts and value of business.
	+ Achievement of target as provided by the company.
	+ Meeting the guidelines of company and the goals as provided.
	+ Handling the various queries of investment and finance.
	+ Ensuring Target achievement by co-coordinating the team.

**Responsibilities*** + Strongly contributed to make Phulpur, Allahabad, a Satellite location, No. 1 Satellite in NORTH.
	+ Received a mail of appreciation, from the Zonal Sales Head for remarkable business performance.
	+ Won every contest since Joined the group.
	+ Produced Silver Club Member from Phulpur, Allahabad for Bajaj Allianz.
	+ Maintained a highly motivated team of colleagues and juniors.
1. Worked with Thorn Electronics Pvt. Ltd. New Delhi as Sales Engineer
	* The company was in to the business of Car Security systems.
	* My job responsibility was identifying, creating and establishing distributor-dealers network in Uttar Pradesh,  generating sales to achieve the targets given by company.
	* Represented company in various trade shows like Auto Carnival 2002, Allahabad.
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| **Academics** |
|  | BE (E & C)Dr. B. R. Ambedkar University - AgraMajor – Computer Graphics and Animations | 2002 |
|  | Diploma in ElectronicsLucknow Poly – Lucknow  | 1998 |
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| **Personal Details** |
|  |  | **Address** | Your address here |
|  |  | Date of Birth | Your date of birth here |
|  |  | Interests | Your interest here |
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