

## Maroti Bane

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Flat No.B-703,Mantra Magic, Chimbli Pune-412105

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### SYNOPSIS

**14 years** of experience in **Telecom Sector and Insurance with Idea Cellular Ltd.** Work includes **handling Corporate Clients in terms of service and sales as well as generating as much as references to accomplish business expectation.** Possess an understanding of Telecom sector with focus on **delivering solutions** to client's problems. **Persuasive communicator** with exceptional **relationship management skills** and an ability to **relate to people** at any level of business and management. Adroit at **analyzing the organizational requirements.**

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### EDUCATION

- ✓ **B.A. From Aurangabad University in 2010**
- ✓ **HSC** from Latur Board in 2002
- ✓ **SSC** from Latur Board in 2000

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### PROFESSIONAL EXPERIENCE

#### **Jio Insurance Broking Ltd.**

##### **Area Sales Manager – 16-Sept-2022 To Till Date**

Handling Team and Agent building & maintaining **relationships** with achieve customer satisfaction and developing upon the same through references

#### **ICICI Lombard GIC Ltd., Pune**

##### **Relationship Manager -10-Oct-2018 to 08-Sept-2022**

Agent building & maintaining **relationships** with achieve customer satisfaction and developing upon the same through references

#### **Idea Cellular Ltd., Pune**

**Senior Territory Sales Officer – Corporates – 9.6 years.(10- Jan 2009 to 27-Sept-2018)**

#### **Key Deliverables**

- 1.** Identifying prospective **Customers and capturing competition business**, generating business from the existing **client** base and deepening the same. Successfully managed corporates in terms of acquisition of new customers along with focusing on MNP to deepen the customer base and servicing the existing clientel in terms of retention.
- 2.** Accountable for building & maintaining **relationships** with **Corporates** to achieve customer and developing upon the same through references.

- **Cross Sales:** of all the available services from IDEA's side to existing clients and prospective clients. Dealing with services like Corporate Voice postpaid plans, Internet connections & Blackberry Services . Addressing the clients' needs while keeping in mind generation of revenue for the Company.

3. **Corporate Retention in the catchment area:** Successfully managed, retained and increased the share of Idea Services for the corporate mapped to me in the Talawade area of Pune.

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#### ACHIEVEMENTS

- ✓ **Recognized as the top performer in Voice for the Quarter March, April & May 2013.**
  - ✓ **Earned Incentives month on month basis for successfully over achieving the target starting from March, 2013.**
  - ✓ **Overachieved the Voice target by 150% for 2 consecutive years, 2012-13 and 2013-14 respectively and continuing.**
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#### STRENGTHS

- ✓ Possess good relationship building and interpersonal skills.
- ✓ Hardworking and quick learner.
- ✓ Ability to handle pressure.
- ✓ Excellent decision making skills with a positive approach.
- ✓ Dedicated and highly ambitious to achieve personal as well as the Organizational goals.
- ✓ Ability to build new territories and expand opportunities towards the achievement of stated output.
- ✓ Strong persuasive skills.

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#### PERSONAL DETAILS

**Date of Birth:** 11th May, 1984

**Languages Known:** English, Hindi, Marathi

**Marital Status:** Married