

# VIKAS MORE

Branch Manager Shriram life insurance com ltd

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## SUMMARY

Professional Objective A highly motivated, ambitious, and smart individual who can go extra miles to proof myself. Looking forward to making significant contribution to the organization that offers me an opportunity. 6year Experience in financial product,

## EXPERIENCE

Branch Manager 05/2024 - Present  
Shriram Life Insurance Pune

Handled 5FLS Team

- To Aquire new Quality BA
- Aquire new business, life, health,general FD rd mutual fund
- Collaborated with the finance team to meet quarterly targets, achieving 100% of goals

Area Manager 02/2023 - 03/2024  
Max Life Insurance Nashik

Assisted in financial analysis and reporting

- Established and maintained strong relationships with key decision-makers resulting in increased customer loyalty and repeat business.
- Consistently met and exceeded monthly sales targets, resulting in recognition as a top-performing sales executive.
- Follow up for renewal business

Area Manager 10/2021 - 11/2022  
Kotak Securities Nashik

Sub broking Channel

- New frenchise acquisition  
Life insurance, health insurance business generation  
Traning to sub broker  
Lead generation ,daily MIS,


Deputy Manager 09/2020 - 10/2021  
IIFL Finance Limited Nashik


B2B channel


- Meeting new clients and distributing franchise to the newly converted clients.Convincing people to take franchise.

\* Service Part- Back Office,Account Opening,MF,Insurance,Traning Part \* Generating incremental revenue and developing new opportunities from existing relationship

## STRENGTHS

 **Analytical Skills**  
Excelled in analyzing financial data

 **Problem Solving**  
Adept at identifying and resolving issues

 **Communication**  
Strong written and verbal communication skills

## SKILLS


Financial Analysis · Data Analysis ·

Financial Reporting ·

Team Leadership · Problem Solving ·

Communication

## KEY ACHIEVEMENTS

 **Team Leadership**  
Led a high-performing team at Shriram life

## EXPERIENCE

Sr business development manager

07/2019 - 08/2020

SMC Global securities ltd

Nashik

B2B Channel

- Meeting new clients and distributing franchise to the newly converted clients. Convincing people to take franchise. \* Build trusting relationship with top developers, including identifying up and coming developer, and managing ongoing relationships \* Through market research develop forward-thinking, creative marketing strategies aimed at generating leads, growing sales and driving revenue. \* Building and developing strong sales pipeline according to your targets. \* Generating incremental revenue and developing new opportunities from existing relationship. \* Manage internal approvals including interacting with senior internal executive from relevant function (e.g Product, Legal, Finance)

Team Leader

06/2015 - 06/2019

SSP Technology

Location

Lteam lead, life, health insurance

- Manage customers over telephone/desk to convince them about the product features. Understanding the customer requirements and pitching the appropriate product according to their needs. Work Description:
  - \* Stock market/mutual funds process. \* Assisting clients in stock market investment.
  - \* Help clients in choosing best mutual funds. Prime Responsibilities:
    - \* Managed and contacted 100+ diversified customers of PAN India.
- New business LIFE insurance, health insurance

## EDUCATION

BHARTI VIDYAPEETH, BE- MECHANICAL

2014 - 2017

University of Pune

Pune

## LANGUAGES

English

Native



MARATHI & HINDI

Advanced

