# Kishor Kavishwar

**Mobile +91 7030048953**

**Email Id:- contact.kishor110311@gmail.com**

**Objective:**

**“To work with Financial Sector of Repudiated Organization in the Environment of Dedicated an**

**Committed people to full Explore my ability”**

**Professional Snapshot:**

* Possess over 15 years of experience in Sales & Marketing, Relationship Management & Channel Management in Real Estate & Financial sector.
* **Presently associated as Cluster Head with Bajaj Allianz General Insurance Co. Ltd Dec from July 23 to till date**
* Exposure in understanding & adopting emerging trends & techniques, addressing industry requirements to achieve organizational objectives.
* Gained experience in client servicing, process operations and experience of implementing procedures & service standards for business excellence.
* A keen analyst, highly skilled in market / sales forecasting, quick to identify & formulate strategies to exploit business opportunities.
* Outstanding relationship building, training & presentation skills. Intelligent, articulate & driven to succeed.

**Previous Employment Account:**

**April Dec 2022 to June 23 worked with Policy Bazar as Relationship Manager**

**Responsibilities:**

* Team Management and recruitment on company payroll.
* Maintain a good relationship and motivate them to generate the business.
* Facilitating support/ solutions in executing the branch sales targets.
* Fortifying relationship with the key accounts of the organization.
* Delivering value added services to the existing customers of the organization.
* Ensuring 100% customers satisfaction by rendering valuable services.
* Motivating to the Sales Manager to push the sale of our products.

**Previous Employment Account:**

**April 2022 to Dec 2022 worked with Shriram Fortune Solution Ltd as a Branch Manager**

**Responsibilities:**

* Team Management and recruitment on company payroll.
* Maintain a good relationship and motivate them to generate the business.
* Facilitating support/ solutions in executing the branch sales targets.
* Fortifying relationship with the key accounts of the organization.
* Delivering value added services to the existing customers of the organization.
* Ensuring 100% customers satisfaction by rendering valuable services.
* Motivating to the Sales Manager to push the sale of our products.

**Previous Employment Account:**

**Sept 2020 to April 2022 worked with Wisteria Real Vision Pvt Ltd as a Team Leader**

**(Duration 1.6 years)**

**Responsibilities:**

* Responsible for weekly and monthly decided targets & achievements
* Team Management and recruitment on company payroll Dealing in Residential Properties in East location of Pune
* Generating leads from team via fresh calls & follow up calls to the clients on daily basis, Participating in Exhibitions, Retail & Society activity, Corporate events etc
* Interacting with Clients on daily basis related to get new requirements & ongoing.
* Advise clients on market situation & prices.
* Participating in weekly/monthly review meeting with team & management for business strategy.
* Managing all events and promotional activities for business development.
* Maintain customer database for Customer Relationship Management..
* Approaching corporate for lead generation activities.
* Market Survey and Competitor Analysis through cold calling.
* Guiding client in documentation procedure.

**Previous Employment Account:**

**Dec 2016 to March 2020 worked with Sairung Developers Asst. General Manager**

**(Duration 3.6 years)**

**Responsibilities:**

* Responsible for weekly and monthly decided targets & achievements
* Team Management and recruitment on company payroll Dealing in Agriculture & N.A Sanctioned, Collector Approved
* Generating leads from team via fresh calls & follow up calls to the clients on daily basis, Participating in Exhibitions, Retail & Society activity, Corporate events etc
* Interacting with Clients on daily basis related to get new requirements & ongoing.
* Advise clients on market situation & prices.
* Participating in weekly/monthly review meeting with team & management for business strategy.
* Managing all events and promotional activities for business development.
* Maintain customer database for Customer Relationship Management.
* Enroll channel Partners for business development.
* Approaching corporate for lead generation activities.
* Market Survey and Competitor Analysis through cold calling.
* Guiding client in documentation procedure.

**Previous Employment Account:**

**Oct ‘2014 to Sept ‘2016 worked with Excellence Shelters Pvt Ltd. Pune as Sales Manager**

**(Duration 2 years)**

**Responsibilities:**

* Dealing in N.A & T.P, Government Sanctioned, Collector Approved & CRICIL Certified Township Plots.
* Generating leads via fresh calls & follow up calls to the clients on daily basis, Participating in Exhibitions, Retail & Society activity, Corporate events etc
* Interacting with Clients on daily basis related to get new requirements & ongoing.
* Advise clients on market situation & prices.
* Participating in weekly/monthly review meeting for business strategy.
* Attending huddle and sending daily sales report to the team leader on regular basis.
* Managing all events and promotional activities for business development.
* Maintain customer database for Customer Relationship Management.
* Enroll channel Partners & ABCS on board for business development.
* Approaching corporate for lead generation activities.
* Market Survey and Competitor Analysis through cold calling.
* Guiding client in documentation procedure.

**Previous Employment Account:**

**Dec ‘2012 to Oct ‘2014 worked with AIMWAY Corporation India Ltd. Pune as Branch Manager**

**(Duration 2 years)**

**Responsibilities:**

* Team Management and recruitment on company payroll.
* Maintain a good relationship and motivate them to generate the business.
* Facilitating support/ solutions in executing the branch sales targets.
* Fortifying relationship with the key accounts of the organization.
* Delivering value added services to the existing customers of the organization.
* Ensuring 100% customers satisfaction by rendering valuable services.
* Motivating to the Sales Manager to push the sale of our products.

**Previous Employment Account:**

**Dec’ 2011 to Aug’ 2012 with HDFC Life Insurance Co. Ltd., Pune as Asst. Sales Manager.**

**(Duration 1Years)**

**Responsibilities:**

* + - * Recruit the Business Leader/agent advisors from different source from open market, from Nominators, from personal observation ,from existing advisors, other activities
      * Identified the agent advisor development need and give a solution at proper way
      * Conduct the group induction on weekly basis to review the performance and develop a current need of advisors
      * Responsible for achieving the sales targets and new business Development
      * Implementing new strategies to expand the business & managing sales volume
      * Facilitating support/ solutions in executing the branch sales targets.
      * Fortifying relationship with the key accounts of the organization.
      * Delivering value added services to the existing customers of the organization.
      * Ensuring 100% customers satisfaction by rendering valuable services.

**Previous Employment Account:**

**Dec ’09 to Dec 2011, with Mega Energy Pvt. Ltd. Pune as Marketing Manager (Duration 2 Years)**

**Responsibilities:**

* Team Management and recruitment on company payroll.
* Maintain a good relationship and motivate them to generate the business.
* Facilitating support/ solutions in executing the branch sales targets.
* Fortifying relationship with the key accounts of the organization.
* Delivering value added services to the existing customers of the organization.
* Ensuring 100% customers satisfaction by rendering valuable services.
* Motivating to the Sales Manager to push the sale of our products.

**Previous Employment Account:**

**May ’08 to Dec’ 09 with Max New York Life Insurance Co. Ltd., Pune as Manager Sales.**

**(Duration 2 years)**

**Responsibilities:**

* + - * Recruit the agent advisors from different source from open market, from Nominators, from personal observation ,from existing advisors, other activities
      * Identified the agent advisor development need and give a solution at proper way
      * Conduct the group induction on weekly basis to review the performance and develop a current need of advisors
      * Responsible for achieving the sales targets and new business Development
      * Implementing new strategies to expand the business & managing Sales Volume
      * Facilitating support/ solutions in executing the branch sales targets.
      * Fortifying relationship with the key accounts of the organization.
      * Delivering value added services to the existing customers of the organization.
      * Ensuring 100% customers satisfaction by rendering valuable services.
      * Motivating to the Agent Advisor to push the sale of insurance products.

**Professional Education:**

* + **MBA (Master of Business Administration) from ICFAI NATIONAL College**

**Specialization: Finance & Marketing Management.**

**Education:**

* + Passed Graduation (B.Com) Bachelor of Commerce from Amravati University.
  + Passed Senior Secondary (HSC) Education from Pune Board with 56% marks.
  + Passed Secondary (SSC) Education from Pune Board in with 50% marks.

**Personal Details:**

**Father Name :** Mr. Gopalrao Kavishwar

**Date of Birth** **:** 23rd Aug 1981

**Language Known : :** Hindi, English, Marathi.

**Marital Status** **:** Married

Date:

Place: **Kishor Kavishwar**

**Note :- Reason for leaving: Down size of employees at senior level. Delay in salary.**