

PLABON KUMAR DUTTA

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Present Address :
P-3 Ganjee Kal, Kalyan
Nagar, Kolkata- 700112

Having a total experience of over 20 years in sales as well as in MNC like Cigna, Kotak, ING, Ranbaxy. Strengths being a quick learner and adaptability to any given situation turning the same in the favor of the company.

Looking for a challenging opportunity which will be able to exploit my talents and strengths to the maximum, to help me grow both professionally and personally as a human being.

Professional Experience :

BAJAJ ALLIANZ GENERAL INSURANCE COMPANY LIMITED

BDM(BUSINESS DEVELOPMENT MANAGER)

03.09.2020 TO TILL DATE

Job Responsibility:-

Handling a team of SALES OFFICER & JUNIOR SALES OFFICER

Achieving Branch target and make profitable by maintaining OPEX.

Maintaining liaison in between different departments

Conducting and arrangements of branch training of Sales Officers and Junior sales officers and their teams.

Conducting presentation in various corporate and conducting training session in different Business Houses to push our products.

Achievements:-

All INDIA Top Recruiter in the year 2020-21

RELIGARE HEALTH INSURANCE COMPANY LIMITED

Agency Manager

4 May 2017 to 31st August 2020

Job Responsibilities:

Team handling of Business Mentors and Insurance Advisor and to achieve business targets of the company through them.

Other Responsibilities:

Conducting presentation in various corporate and conducting training session in different Business Houses to push our products.

Achievements:-

- "Best Recruiter" consecutive 3 months in April, May and June in the year 2017.
- Top-30 Position held in Pan-India for consecutive 3 months(Sept, Oct, Nov) in the year 2018.

CIGNATTK HEALTH INSURANCE COMPANY LIMITED

Agency Manager

April 2016 to 31 March 2017

Job Responsibilities:

Team handling of Business Mentors and Insurance Advisor and to achieve business targets of the company through them.

Other Responsibilities:

Conducting presentation in various corporate and conducting training session in different Business Houses to push our products.

Achievements:-

- Best Performer in M-1 Activation Category in the month of February 2017.

PNB METLIFE INDIA LIFE INSURANCE CO.LTD.

Senior Sales Manager

March 2015 to February 2016

Job Responsibilities:

Taking care of three verticals as follows:

1. Insurance Manager:

Payroll employee whose responsibilities are to collect business direct from market.

2. Agency Associate:

Part Time payroll employee of the company whose primary responsibilities are to recruit people and do business through them.

3. Agency:

This is pure insurance advisors working on commission basis.

Overall responsibilities are to achieve business targets of the company through these three channels as well as building of new team, promotional activities for increasing business.

KOTAK MAHINDRA OLD MUTUAL LIFE INSURANCE LTD.

R.D.M.

December 2013 to 28 February, 2015.

Job Responsibilities:

Recruitment of Agency Associate to recruit advisors who can sell the policy of Kotak. Looking after the sales of various insurance solutions, by managing a team of 23 associates as well as building new team, promotional activities for increasing business.

Achievements:-

Completed my promotion criteria within 9 months from my joining and waiting for my promotion.
Completed confirmation norms within 3 months of my joining.
Achieved Rising Star and Icon Manager Designation.

ING LIFE INSURANCE

Sales Manager

September 2009 to June 2011

Job Responsibilities:

Looking after the sales of various insurance solutions, by managing a team of 15 associates as well as building new team, promotional activities for increasing business.

Achievements:-

- Consistently achieved the sales targets given by the management.
- Certified "NEW YEAR BONANZA" for achieving the sales target for 3 months in a row.

- Certified "LEAP" for consistency in achieving the given targets throughout the year.

RANBAXY LABORATORIES LTD.

Medical Service Representative

March 2004 to September 2009

Job Responsibilities:

Prescriptions generation by scientifically detailing the products to the doctors, chemist survey, stockists handling, products launch, conducting CMEs, developing new markets, etc.

Achievements:-

- Credited for being the best performer for the quarter(Oct'07-Dec'07)
- Successfully managed to develop a new market upto a sale of 30 lacs from 5 lacs in just two years time.

INTAS PHARMACEUTICALS LTD.

Field sales officer

January 2001 to March 2004

Job responsibilities:

Prescriptions generation by scientifically detailing the products to the doctors, chemist survey, stockists handling, products launch, conducting CMEs, developing new markets, etc.

Achievements:-

- Credited as the "BEST PERFORMER" of the year in 2003.

Educational Qualification:

Examination	Year	Board/University	Stream	Aggregate
MADHYAMIK	1995	W.B.B.S.E	GENERAL	65%
HIGHER SECONDARY	1997	W.B.C.H.S.E	SCIENCE	52%
B.Sc.	1999	UNIVERSITY OF CALCUTTA	SCIENCE	56%

Personal Details:

Father's Name : Mr. Ajoy Nath Dutta

Date of Birth : 1st March of 1980

Permanent Address : P-3 Ganjee Kal,

P.O.: Kalyan Nagar,
Kolkata: 700 112

Language Known : English, Bengali, Hindi.

(PLABON KUMAR DUTTA)