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| **Chris Harris** | | | | | |
| 1691 – Popular Avenue  San Diego, CA 92139 | | |  | | Telephone: 598-654-2356  info@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. | | | | |
| **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 - Agra  Major – Computer Graphics and Animations | | | 2002 | |
|  | Diploma in Electronics  Lucknow 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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