

Denis Anand

Corporate Agency Manager

(+91)8109331558 | denis.anand@outlook.com | <https://www.linkedin.com/in/denis-anand> | Mumbai, India

EDUCATION

COURSE	INSTITUTION	YEAR
Executive Strategic Digital Marketing & Analytics Program	Indian Institute of Management	2022
Bachelor of Business Administration	Pandit Ravishankar Shukla University	2017

WORK EXPERIENCE

Corporate Agency Manager

April 2021 - August 2022

HDFC Life

Responsibilities

- Trained bank's employees on sales pitches & on product specifications.
- Maintained 100% market share in all the channel partners.
- Handled the team of channel partners in their respective targets.
- Increased the bank's business from 100% to 200% of their usual targets.
- 200% target achievement month on month basis.

Sales Development Manager

December 2019 - April 2021

HDFC Life

Responsibilities

- Improvised solution selling strategy initiatives to maximize sales of insurance products.
- Pitched about product quality & market comparisons by creating sales presentations.
- Collaborated cross-functionally with headquarters, regional & other teams nationally to maintain consistent message & experience.
- Maintained up-to-date & deep knowledge of my company's products & performed competitor analysis.
- Increased profits through providing excellent customer service, following established guidelines & auditing sales reports.

Business Support Executive

February 2018-September 2019

Virtual Clone

Responsibilities

- Delivered exceptional customer experiences & promoted strong relationships.
- Rendered on-demand support to senior leadership, connecting executives with appropriate management personnel to address concerns.
- Provided expert support & troubleshooting via telephone & web chat services.
- Worked with the software development team on reported errors & bugs on newly released software & assisted in the deployment of release fixes.
- Followed up with clients to verify optimal customer satisfaction following support engagement & problem resolution.

Marketing Intern

March 2017

Avish Educom

Responsibilities

- Generated sponsorships with related & partnering entities to enhance marketing objectives.
- Contributed to mock-ups, email campaigns & social media content.
- Assisted with captured & analyzed social media metrics.
- Assisted in the creation of pre-season marketing plans to support department & divisional strategies.
- Collaborated with team members to help expand marketing channels.
- Took detailed notes of progress, processes & industry details to better understand marketing & company protocols.

CERTIFICATIONS

- IAB Digital Marketing & Media Foundations Certification - *The Open University*
- Six Sigma White Belt Certification - *The Council for Six Sigma Certification (CSSC)*

SKILLS

Effective Communicator | Leadership | Sales | Project Management | Public Speaking | Microsoft Excel/Presentation