

# Priyanka Pirujain

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Address: Off Bannerghatta Road, Bangalore

## Career objective:

To serve a challenging and rewarding position in a professionally managed organization by contributing my capabilities towards the growth of the organization and self

## PROFESSIONAL SUMMARY

- A proficient professional with over 1 year experience in Banking & 10 rich experience in Life Insurance Industry.
- Currently associated as Regional Field Training Manager – HDFC Life Insurance Co Ltd.
- Last assignment with Aviva Life Insurance co Ltd as Deputy Manager – Training, New Delhi, June 2013 to September 2013
- Reliance Life Insurance Co Ltd as Sales Training Manager & Promoted as Branch Manager – Agency Manager channel from Dec, 2011 – Feb, 2013.
- ING Life Insurance Co Ltd - Bangalore as a Sales Manager- Oct 2008 to Dec, 2011.
- Kotak Securities, Bangalore as Relationship Manager. Apr 2008 to Sept 2008
- Deutsche Bank AG, Bangalore as Sales Officer Apr 2007 to March 2008

## EMPLOYMENT SHOWCASE

<b>Company Name</b>	<b>HDFC Life Insurance Co Ltd</b>	<b>November, 2018 To Till Date</b>
<b>Roles &amp; Responsibilities</b>	<ul style="list-style-type: none"><li>• Conducting Product &amp; process Training to Employees &amp; Partners &amp; Advisors,</li><li>• Conducting Sales Training sessions to Employees.</li><li>• Driving Employee Productivity through skilling sessions and On-Field Training.</li><li>• Maintaining rhythm of conducting IC38 classroom training at all locations of advisors through Consultant Trainers.</li><li>• Conducting/coordinating on other relative activities such as brand activations, BOPs etc. to help Sales on recruitment activities.</li><li>• Responsible &amp; Managing the Holistic End to End Advisor Agency Cycle (Onboarding, Recruitment, and Activation &amp; Productivity Management) for assigned locations / branches.</li><li>• Ensuring hiring, managing, retention &amp; development of Consultant Trainers in all locations of the area for conducting IRDAI batches.</li><li>• Joint calls with partners &amp; Advisors</li><li>• Creating Club advisors.</li><li>• Driving New Agent Activation for first 3 months (M1, M2, M3 &amp; M4).</li><li>• Identifying Knowledge gaps of Employees through regular assessments on products.</li><li>• Promotion of partners as Agency Business Promotion.</li></ul>	
<b>Company Name</b>	<b>Aviva Life Insurance Co Ltd</b>	<b>June, 2013 to Sep, 2013</b>
<b>Roles &amp; Responsibilities</b>	<ul style="list-style-type: none"><li>• To work closely with the Sales Unit in training, coaching and hand holding the sales managers with the objective of increasing the productivity of the Unit.</li><li>• To support Probationers in clearing their probation through Joint Field Work (JFW) for Recruitment and Sales calls.</li><li>• To train and coach FPAs on knowledge and skill to enhance new agent productivity through classroom interaction, joint field work and individual counseling.</li><li>• Work in close coordination with sales unit on activation of new and inactive FPA base of the branch.</li></ul>	

- Conduct training sessions on Product and processes for sales managers as well as for FPAs.
- Providing adequate support in conducting Customer Meets, Worksites. Driving various specialized initiatives for Branch Retention.

**Company Name**

**Reliance Life Insurance Co Ltd, Bangalore**

**29th Dec, 2011 to Feb,2013**

**Role & Responsibilities**

Sales Training Manager

- Responsible for implementation of the Training policy across the area.
- Responsible for complete training administration, identify training needs, provide inputs for design of training modules, coordinate training and maintain records.
- Ensure licensing of all advisors as per the IRDA guidelines and quality norms set up by RLIC in the area
- Induction of all Sales Managers
- Training needs of agency manager
- Create awareness on new product launches. Also provide training on other areas like underwriting, Actuaries, investment, financial training etc
- Also get more involved in training sales managers on existing norms, compliance training, etc.
- Select, set up, monitor and review all vendors involved in training
- Assess the quality of training provided by the vendors, their adherence to training plan, schedules, content and delivery
- Involved in developing short term training capsules based on specific needs of the business or new product launches
- Monitor and audit of quality norms set up for training and take initiatives to improve them

**Roles & Responsibilities as Branch Manager – Agency Manager Channel:**

- Responsible for entire Bangalore Region business of agency manager of 11 Branches.
- Serving as point of contact to progress substantial amount of business operations of agency manager channel
- Coordinating end to end function (Recruitment & procuring of business) of Agency Manager of each branch of the region.
- Make sure all branches are performed at different levels
- Ensure Internal/External operations are setup as per the agreement in system.
- Act as the Quality assurance function.
- Escalation of issues to CRMs which are impacting business on timely basis.
- Primary responsibility for development and implementation of processes and controls, development and maintenance of an accurate timesheet and delivery
- Strengthening the review processes and controls to ensure standardization of review across all regions
- Training the new Joiners and giving over all view about the process from end to end.
- Providing EOD/Monthly status on the CFR and MIS on timely basis.

**Company Name**

**ING LIFE INSURANCE CO LTD**

**October 2008 to 27th Dec, 2011**

**Role & Responsibilities**

Sales Manager

## Achievements

- Recruitment of potential financial consultant
  - Responsible to train on key lines of business to Life Insurance Advisors
  - Responsible to train Life Insurance advisor on the product & sales process.
  - Provide field assistance to financial consultant in the sales call.
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- Awarded as the most promising sales manager in March 2009 and March 2011.
  - Awarded as the best sales manager for selling more numbers of newly launched product ING prime life plan in January 2010.
  - Awarded as the best sales manager for creating more number of rising star & club members in January 2010.

## Company Name

Kotak Securities Ltd

April 2008 to September 2008

## Role & Responsibilities

Relationship Manager

Deepening the portfolio size of the client by advising them all investment products [Mutual funds, structured products, equity & Insurance], Carrying out a detailed risk-profiling exercise and regular asset allocation

- Giving expert Financial advice to customers from Mutual Funds, NDPMS to yields of intra-day opportunities in shares to Capital Guaranteed (Structured) Products to provide clients with option
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- to invest into Equity
- Preparation and scrutiny of Know Your Customer (KYC)
- Providing a bouquet of Investment options to clients based on risk-return profit
- Built a strong rapport with customer base in Bangalore.
- Applauded by the management for bringing up the portfolio size of 50lacs in the first month in the organization.

## Company Name

Deutsche Bank AG

April 2007 to March 2008

## Roles & Responsibilities

Sales Officer

In house sales of premium Cards. One year experience in Banking Operations, credit analysis, sales & marketing of Premium cards (Platinum Cards)

- Responsible for the promotional Activities of the First co-brand card of Deutsche Bank (Deutsche Bank platinum credit card and Landmark)
  - lead generation and co-ordination with team for the newly launched co-brand credit card (Deutsche bank platinum credit card and landmark)
  - Newly launched international Credit card I.e. Miles and More ( Lufthansa and Deutsche Bank Co-brand)
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- Applauded by the management for bringing down Rejection rates drastically
  - Instrumental in maintaining average approval rate of more than 85% in all months

## Achievements

## QUALIFICATION

### ACADEMIC DEGREE

### ACADEMIC UNIVERSITY

### YEAR OF PASSING

MBA  
(HR & Marketing)

ICFAI University

Year 2007

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**ACHIEVEMENTS**

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Awarded 6<sup>th</sup> Rank in B.com, 'Gulbarga University, Gulbarga'.

DATE OF BIRTH: 15<sup>TH</sup> DECEMBER 1984

NATIONALITY: INDIAN

MARITAL STATUS: MARRIED

LANGUAGES KNOWN: ENGLISH, HINDI, KANNADA, and MARATHI

I hereby declare that information furnished above is true to the best of my knowledge.

PLACE: BANGALORE