


# Denis Anand

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 <https://www.kinence.com>

## Summary

Self-motivated and cheerful professional. I was with 1.8 years of experience in an ITES company where I was handling clients from the United States and United Kingdom.

After that I joined the insurance industry where I turned the business upwards. I was handling the SFB's in Mumbai and Navi Mumbai. I was driving the business through banks. I delivered 200% target achievement in YTD performance.

## Experience

### **Corporate Agency Manager**

HDFC Life

Apr 2021 - Present (6 months +)

### **Sales Development Manager**

HDFC Life

Dec 2019 - Apr 2021 (1 year 5 months)

- Led solution selling strategy initiatives to maximize sales of insurance products.
- Communicated product quality and market comparisons by creating sales presentations.
- Collaborated cross-functionally with headquarters, regional and other teams nationally to maintain consistent message and experience.
- Maintained up-to-date knowledge of insurance products and perform competitor analysis.
- Maintained up-to-date knowledge of competitor products and pricing in the market served.
- Increased profits through providing excellent customer service, following established guidelines, and auditing sales reports.

### **Business Support Executive**

Virtual Clone

Feb 2018 - Sep 2019 (1 year 8 months)

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

### **Marketing Intern**

Avish Educom

Mar 2017 - Mar 2017 (1 month)

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

## Education



### **Indian Institute of Management Rohtak**

Executive Strategic Digital Marketing & Analytics Program, Diploma

Aug 2021 - Jan 2022



### **Pandit Ravishankar Shukla University**

Bachelor of Business Administration - BBA, Business Administration and Management, General

2014 - 2017

## Licenses & Certifications



### **IAB Digital Marketing and Media Foundations Certification - The Open University**

3G6 NL2 SZT



### **Six Sigma White Belt Certification - The Council for Six Sigma Certification (CSSC)**

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## Skills

Public Speaking • Leadership • Sales • Music • Desktop Publishing • Project Management • Microsoft Office • Microsoft Excel • Microsoft Word • Microsoft PowerPoint