

GAURAV WAKIL

CONTACT



Pune 411023



8329579644



gauravwakil96@gmail.com

SKILLS

- Cross selling
- Communication skills
- Management skills
- Problem solving
- Listening skills
- Sales team management
- B2B sales
- Lead generation

CUSTOM SECTION

8329579644, 8446650610

ACTIVITIES

love to play snooker and games.

PERSONAL INFORMATION

- Date of birth: 05/19/96
- Gender: Male
- Marital status: Single

CERTIFICATIONS

- Master class certificate in sales and service Excellence by Dal Carnegie.
- Internship in perception world technologies.
- International campus Enrichment program, UAE 2018.

- To become a successful professional in the field of general insurance and to work in an innovative and competitive world. My strong knowledge of customer retention, marketing strategies, and human development will be very helpful in maintaining company credence and stability while striving to increase productivity and meet organizational targets.
- Overall, 4 years and 1 month of professional experience in the sales, marketing, and team handling customer service industry. Currently, working with Quick Insure Insurance Broking Pvt Ltd, as Senior Sales Manager.
- Exceptional oral and customer persuasion/communication ability to learn and Implement new Ideas.
- Established skills in customer management.
- Strong organizational and management skills.
- Ability to multitask.
- Outstanding customer service abilities and handling RM .
- Extensive experience in the general insurance industry.
- Excellent time management skills.
- Proven ability to improve productivity and enhance quality.
- Able to supervise and provide career coaching.
- Able to assess customer needs quickly and accurately.
- Ability to establish and maintain effective relationships with customers.
- Ability to overcome customer objections & and team handling.
- Ability to provide customers with information about products and services

EXPERIENCE

Current

Regional Sales Manager Finqy

1. Recruiting field Rm and ASM for Maharashtra location
2. Sales strategy and execution
3. Team leadership and development

Senior Sales Manager *Quick Insure Insurance Broking Pvt Ltd.*

- 1) Recruiting field RMs, agents, and virtual RMs. 2) Visiting large and small consolidators. 3) Conducting seminars for the team as well as agents. 4) Team handling and generating all LOBs through them. 5) Data analysis through Power BI.

Area Sales Manager *The Provident Services*

- 1) Recruiting tele caller and field team 2) Personal loan disbursement 3) B2C training to sales team and lead them during field.

EDUCATION

01/2019

PGDM

Pune University

Grade: Second Class

01/2012

BBA

Nagpur University

Grade: First Class

01/2009

HSC

Sant Gadge baba Amravati University

Grade: First Class

01/2007

SSC

Sant Gadge baba Amravati University

Grade: Second Class