

RAJNISH SHARMA

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I wish to have an energetic and challenging job in order to enhance my professional skills as well as benefit for the organization, living with a desire to do something unique & useful in the field of management.

PROFESSIONAL EXPERIENCE

❖ **BRANCH MANAGER, [NIVA BUPA HEALTH INSURANCE CO. LTD. , Bikaner** -From Sep. 2024- Present]

➤ **JOB PROFILE:-**

Manage branch operations, ensuring compliance with regulations, efficient processes, and alignment with company objectives. Drive sales and business growth by executing strategies, acquiring new customers, and fostering relationships with key stakeholders. Lead and develop the branch team, promoting high performance through training and regular feedback.

Enhance customer satisfaction by addressing queries, complaints, and retention efforts. Oversee financial performance, budget management, and profitability while maintaining timely collections and resource efficiency. Monitor branch performance through reporting and analysis, identifying growth opportunities. Ensure regulatory compliance and mitigate risks in sales, operations, and claims to uphold company standards.

❖ **BUSINESS HEAD, [CELLSIUS Institute ,Rajasthan** -From Oct 2020- Aug 2024]

➤ **JOB PROFILE:-**

Lead the development and execution of integrated marketing strategies to promote Cellsius Coaching Institute across digital, offline, and partnership platforms, enhancing brand awareness among students, parents, and educators. Drive business growth by identifying new partnerships, nurturing stakeholder relationships, and expanding market share.

Conduct market research to align offerings with trends and student needs, ensuring a competitive edge. Oversee a dynamic marketing team, creating impactful campaigns while collaborating with academic and operations teams. Monitor campaign performance, analyze metrics, and provide actionable insights to senior management. Organize events and initiatives to boost engagement and reinforce Cellsius' position as an industry leader.

❖ **REGIONAL MANAGER, [UTSAV Foods ,Rajasthan** -From Apr. 2014- Sep 2020]

➤ **JOB PROFILE:-**

Lead and manage sales teams across Rajasthan to meet and exceed regional sales targets. Develop and implement strategies to expand Utsav Foods' presence in the region. Oversee distribution channels, ensuring timely delivery of products and maintaining stock levels. Build and nurture strong relationships with key customers, distributors, and partners. Conduct market analysis to identify trends, opportunities, and challenges in the region. Monitor and report on regional performance, recommending corrective actions as needed. Ensure compliance with company policies and standards, fostering a high-performance culture.

❖ **BRANCH HEAD**, [**IDBI Federal Life Insurance Co. Ltd. Ajmer Branch**, -From Aug. 2013-Till April 2014]

➤ **JOB PROFILE:-**

Lead and manage the branch's sales and operations. Drive the achievement of sales targets for life insurance products. Develop and execute sales strategies to increase market share. Manage the recruitment, training, and performance of the sales team. Build strong relationships with clients and team and sales partners. Ensure compliance with all regulatory requirements and company policies. Provide regular reports and performance analysis to regional management. Foster a positive working environment, promoting teamwork and motivation.

❖ **ASSOCIATE PARTNER (ABM)**, [**Birla Sun Life Insurance Co. Ltd. Ajmer Branch**, -From Nov. 2006-July 2013]

➤ **JOB PROFILE:-**

Sales Management: Promote and sell a range of insurance products to meet business targets. Team Leadership: Recruit, train, and motivate a team of financial advisors to enhance sales performance. Client Relationship Management: Build and maintain strong relationships with existing and potential clients. Target Achievement: Ensure the achievement of individual and team sales goals. Compliance: Ensure all sales practices adhere to industry regulations and company policies.

❖ **SALES MANAGER**, [**BEST Financer**, Ajmer (Sales Agency of **Bajaj Allianz Life Ins Co**, **CitiFinancial** and **GE Money**) -from Aug 2004 – Oct 2006]

➤ **JOB PROFILE:-**

Drive business growth by developing and executing sales strategies to achieve targets. Lead and motivate the sales team, build client relationships, and expand market reach. Ensure customer satisfaction, identify new opportunities, and collaborate with stakeholders to deliver financial solutions that meet client needs.

ACADEMIC CREDENTIALS

- M.B.A. (Finance, Marketing), (Batch 2002-2004) M.D.S. University, Ajmer (Raj.)
- B.Sc. (Physics, Chemistry, Maths) (2001) from Mohanlal Sukhadiya University, Udaipur (Raj.)

ADDITIONAL QUALIFICATION

- Certificate on ***“fellowship in insurance (Retirement Planning) 2011 under Life Underwriter Training Council Fellow”*** through American College of Financial services, **Pennsylvania, USA.**
- Certificate on ***“fellowship in insurance (Product and Planning Essentials) 2012 under Life Underwriter Training Council Fellow”*** through American College of Financial services, **Pennsylvania, USA.**

CO-CURRICULAR INVOLVEMENTS

- **N.C.C.** – ‘A’ Grade Certificate and “Annual Camp” Certificate.
- ‘Akshar Mitra’ Certificate by **Sakshrata Mission**, Rajasthan.
- Participated in Badminton, Chess, and Carom competition at school & college level.
- Participated in several Debates, Poetry Recitation Competitions and won many prizes.
- Expressed the emotional outburst in the form of Poetry and short stories.

KEY CRITICAL COMPETENCIES

- Result & Achievement Orientation.
- Team Management & Development.
- Role Modeling Brand Values.
- Customer & Service Orientation.

Interpersonal Skills.
Initiative & Self direction.
Planning & Execution.
Result & Achievement Orientation.

PERSONAL FACT FILE

- Father's Name : LT. Mr. I. S. Sharma (Retd. Account Officer from AVVNL)
- Mother's Name : LT. Mrs. Saroj Sharma (Home Manager)
- Spouse' Name : Dr. Sangita Sharma (Lecturer, Biology, Govt. Girls School, Kekri, Ajmer, MPhil, SET, PhD in Zoology, Home Manager)
- Date of Birth : 28th August 1980
- Languages Known : Fluent: Hindi, English
Known: Marwari, Wagari, Punjabi, Gujrati, Bihari
- Personal Attributes : Punctuality & Self Confidence.

[Rajnish Sharma]