

DWIGVIJAY NATH GUPTA

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PROFESSIONAL SUMMARY

Results-driven **sales and marketing professional** with **20+ years of expertise** in insurance and building material sales and marketing, business development, and channel management. Recognized for delivering exceptional growth, leading high-performing teams, and driving profitability through strategic planning. Strong team player with excellent analytical, communication and problem solving abilities. Proven track record of scaling businesses, achieving sales targets, and sustaining long-term client relationships. Possesses credibility & personal integrity that leaves lasting impression with corporate decision maker, motivates employee & generates loyalty.

KEY ACHIEVEMENTS & PROMOTIONS

Bajaj Allianz Life Insurance Co. Ltd. (Dec 2004 – Aug 2013)

Career Progression & Awards:

- **Promoted 6 times in 9 years**, rising from Trainee Junior Sales Team Manager to Chief Branch Manager.
- **CEO Trophy Recipient** for outstanding performance (FY 2006-2007).
- **International Trip with Spouse** (FY 2010-2011) for ranking among top performers nationally.

Key Contributions:

- Achieved ₹120 Lakh Regular Premium Sales with 450 policies and produced 10+ "Company Club" member, earned ₹4 Lakh in incentives in (FY 2006-2007) and promoted to Deputy Area Manager in June 2007.
 - As Deputy Area Manager acquired 150% growth to Gorakhpur Area Office-1, produced 150+ company club member, 3 MDRT (Million Dollar Round Table) qualifiers and closely monitored four satellite branch offices (Padrauna, Maharajganj, Siddharth Nagar, Deoria).
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Utkarsh Enterprises (Self-Employed, Sept 2013 – Present)

Business Growth & Recognition:

- In September 2013 founded **Utkarsh Enterprises (A Complete Home Solution)** with a sole proprietorship.
- Notably dealt with building materials such as Plywood, Hardware, Laminates, Paint, Pipe fittings and Sanitary ware.
- Built strong relations with plumbers, painters, carpenters, contractors and architects which helped to scale this business.
- Achieved peak annual sales of ₹1.6 Cr from ₹60 Lakh.
- **Awarded Top Incentives from partners:** Asian Paints, Virgo Laminates, Ogaan Laminates and Astral Pipes.
- Secured dealerships for Hindware, Astral Pipes, Splice Ply, Woodline Laminates and Pidilite Industries.
- Certified as **Platinum dealer** by Virgo Laminates.

PROFESSIONAL EXPERIENCE

- Chief Branch Manager | Bajaj Allianz Life Insurance (Apr 2008 – Aug 2013)
- Deputy Area Manager | Bajaj Allianz Life Insurance (Jun 2007 – Mar 2008)
- Executive Sales Manager | Bajaj Allianz Life Insurance (Jan 2007 – May 2007)
- Sales Team Manager | Bajaj Allianz Life Insurance (Dec 2004 – Dec 2006)
- Founder & Business Head | Utkarsh Enterprises (2013 – Present)

SKILLS

- Insurance Sales | Recruitment | Sales Management | Cross Selling | Customer Relation & Retention | Entrepreneurship | Team Training & Leadership | Sales and Marketing
- Hardware & Construction Product Sales | Business Development | B2B/B2C Distribution | Revenue Growth Strategies | CRM

EDUCATION

- **BJMC** | MGKVP, Varanasi (2004)
- **LL.B.** | VBSPU, Jaunpur (2003)
- **B.Sc. (Biology)** | VBSPU, Jaunpur (2000)

PERSONAL DETAILS

- **Date of Birth:** 1st January 1980
- **Marital Status:** Married