

**423/28B/66A Shiv Puri Marg New Basti Shohbatiya bagh Allahabad Uttar Pradesh 9519606162 |** **pramodkumarsoni76@gmail.com /** **DOB 02 / 09/ 1976**

Seeking challenging and responsible opportunities to prove myself to be an asset for the organisation and this willenable me to deliver my best, Strong inter- personal skills and ability to adapt to different situations makes me a good leader

**TURTLEMINT**

Senior Area Director -Prayagraj

Turtlemint Insurance Broking Services Private limited 17th May 2023 to t ill Date Working as a Senior Area Director (Current CTC 11.16 lac).

Heading Team of 10 RM.

Achievement of MTD and YTD sales Targets. Taking care of day to day operations of the branch.

Maintaing relationship with all the stakeholders of the branch.

To take care of persistency and health of the New Business as well as old businesses.

**BHARTI AXA LIFE**

Branch Sales Manager - Faizabad

Bharti axa life insurance company limited 5 Feb 2022 to 15th May 2023 as a Branch Sales Manager (Current CTC 8.5 lac).

Heading Team of 10 ABM.

Achievement of MTD and YTD sales Targets. Taking care of day to day operations of the branch.

Maintaing relationship with all the stakeholders of the branch.

To take care of persistency and health of the New Business as well as old businesses.

**06 Jan 2020 – 31 Jan 2022**

Associate Circle Head - Faizabad

Hdfclife insurance company limited Jan 2020 to 31 Jan 2022 Working as a Associate Circle Head

Heading Team of 8 BDM.

Achievement of MTD and YTD sales Targets. Taking care of day to day operations of the branch.

Maintaing relationship with all the stakeholders of the branch.

To take care of persistency and health of the New Business as well as old businesses.

 **September 2018 - December 2019** Senior Business Development Manager

45 IC recruitment 5 silver club IC 4 gold club IC 75 lac premium achievement and all contest qualify for this year

**November 2014 - September 2018**

Regional manager

handling 9 Branch .I got a salary hike of 1lac in the month of September 2016 and promoted as a Senior regionalmanager with a CTC of 5 lac . September 2018

 **August 2011 - November 2014** Proprietor

To establish my business in good running condition without any debt with in 3 year with dedication.I started mybusiness with the small capitals Rs 1lac and now presently turn over is 4 lac per month. And My father is comfortable to seat there and running Shop very smoothly with the help of 4 employees

 **August 2006 - August 2011** Business Development manager

New business and market development product positioning.To lead team of 60 advisors to sell the

insuranceand investment policy in & around Allahabad.

I had done 68 lac Annual Premium in

FY 2008 -09; and also done 70 lac Annual Premium in the year 2009-10 which is all time high .I got a salary hike of 2lac in the month of September 2007 and promote as a BDM with a CTC of 5 lac .I had produced 02 MDRT .01CEO elite club 05 gold club 05 silver Club and 02 bronze club members in the 3 years& 5 month .I have been in the top two BDMs from date of jo in ing t ill Last day with the company.

 **August 1995 - August 2006**

Senior Field Manager

To making new clients for maximize business through various scheme of the company and for maximum reachability in the market adding new Sahara workers.

Almost every year I got the promotion and complete the journey from promoter to Senior Field Manager.This iseighth level senior position since Joining the company .

**Education**

* K.P. Inter College Allahabad High School

Third Division

Intermediate Third Division Graduate ( B A)Second Division

1993

1997

2000

Communication Decision making, Time management, ability to work under different and changing situation,Quickly adoption of change, Problem solving skill self motivation.



PRAMOD KUMAR SONI