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|  |  | Profile  Business Development Manager with a strange strong background in sales credit and marketing and customer relations over five years of experience in the banking and finance sector which expertise in the level of strategies, partner, save revenue, growth, and managing high performing teams, prove and trackers in identifying market Opportunities implement effective sales strategies and foster client to enhance the business performance highly skilled in communication negotiations and problems solving with a commitment to achieving goals and exceeding expectations.  Experience  HDFC Life Insurance  Business development manager,  11 September 2023 - 20 May 2024  Job role  Help customers determine appropriate products and policy terms gathered customers information to assess coverage needs and recommended products communicate with customers to determine policy and limits and degree of risk  Client Acquisition: Identify and target potential clients, including individuals and corporate clients, for life insurance products.  Agent/Partner Management: Recruit, train, and manage a network of insurance agents, brokers, or distribution partners to sell life insurance products  . Relationship Building: Develop and maintain strong relationships with key clients, partners, and stakeholders to ensure customer loyalty and long-term business.  Product Promotion: Promote life insurance products, explain benefits, and provide solutions tailored to customer needs. Market Research & Analysis:  Analyze market trends, customer preferences, and competitor products to identify growth opportunities and new market segments.  Randstad India private Limited (SBI CREDIT CARD)  Senior executive  22 March 2018 – 5 may 2023  act as the point of contact between executive and the employees clients coordinate daily calendars of senior manage plan appointments and events create regular reports and update internal database manage phone calls and emails response prompt to queries  Customer service point  Cashier as Computer operator  May – 2017 - Feb – 2018  Process cash credit debit and electronic payments accurately using the cash register or point of sales system. Ensure that the cash drawer is balanced at the end of each shift, counting cash and verifying receipts to avoid discrepancies Refund and exchange process returns according to company policies  Education  2014 – 2018 BACHELOR OF ARTS IN MASS COMMUNICATION KUK UNIVERSITY KARNAL INDIA  Skills  .Public relations  .Team work  .Team management leadership ,  .Effecting communication  . Ability to work well as a part of a team  LANGUAGE  .ENGLISH  .HINDI  .PUNJAB  SHIVANI  Enclosure |
| shivani  BUSINESS DEVELOPMENT MANAGER **CONTACT** PHONE:  525835661  NATIONALITY:  INDIAN  EMAIL:  pro.shivani@gmail.com |  |