**BALDEV RAJ ARORA**

 **Present Address C/o of M.r Pratap singh Negi**

 **Negi house, H.no 69, jogi wara road,**

 **V.P.O mcleod ganj, tehsil: Dharamshala**

 **Distt: kangra, (H.P) Pin: 176219**

**Parmanent Address: Gokuldham Appartment**

 **73A 3rd floor Uttam nager New Delhi 110059**

 **Mobile 9873020867**

**Mail ID Baldevarora1507@gmail.com**

A seasoned professional with nearly **7 years** of experience in Corporate Sales and Marketing

/ Business Development / Client Servicing. Considerable experience in setting up and managing business operations which require deep understanding of critical business drivers in multiple markets and industries; highly successful in building relationships with upper­ level decision makers and business partners An out­of­the­box thinker with a flair for charting out marketing strategies and contributing towards enhancing business volumes & growth and achieving revenue and profitability norms. An effective communicator & team.

leader combined with flexible & detail oriensted attitude with the ability to interact effectively. KEY RESULT AREAS.

Sales and Marketing: Handling sales and marketing operations for achieving increased growth & top­line profitability. Implementing marketing budgets and preparing sales forecast plans. Driving sales initiatives to achieve business goals & managing the frontline sales team.

to achieve them. Generating and maintaining MIS for tracking performance of the employees.

Business Development: Identifying and developing potential clients in the targeted markets/ industries and sectors ensuring maximum customer satisfaction by providing delivery on time. Exploring markets and collating market intelligence reports for developing key entry strategies to penetrate new markets. Devising and implementing strategies to manage receiv­ ables as per company’s credit norms.

Key Account Management: Developing and maintaining strategic clients by conducting comparative study of market variable such as cost etc. and providing them with superior service. Identifying key/ institutional accounts and strategically securing profitable business.

Client Servicing: Managing customer service operations for rendering and achieving quality services. Overseeing the resolution of customer complaints on performance bottlenecks.

Providing value added customer services by attending customer queries and issues. Monitoring the post service activities like follow up with the customers, service reminders and handling customer grievances for superior customer service.

**CAREER HIGHLIGHTS**

**INDUS HEALTH PLUS PVT LTD JAN 2017 to Till Date**

**Work Freelance (PREVENTIVE HEALTH CHECKUP)**

**MAX LIFE INSURANCE LTD**

**WORKING 2016 AUGUST TO JAN 2017 DATE (ADM)**

JOB Profile ROLE OF MY ADM PROFILE Leads to HNI customer and Recurtment Agents ,

 support and skills the team in achiieving

## March 2013 to 2016AUG SHRIDHAR PVT LTD AREA MANAGERJob Profile:Department LifeInsurance Sales Team Hedling

Handling a team of 40 people to achieve sales targets.product (Home Loan,personal loan ,LAP, Insurance clients present in area of jurisdiction. Leading, coordinating and monitoring a team of Marketing Executives.

**Feb 2010 to Jan 2012 – ICICI PRUDENTIAL IN BANK INSURANCE**

**Job Profile:Department Channel Seles in Banka Headiling Team 20 Sales Ex.**

To identify and monitor existing market environment, competitor activities, formulating action plan to increase sales. To conduct and organize sales promotion activities

To motivate sales team by giving daily target and daily incentive.

**Dec 2008 to Jan 2010 HDFC Bank ( HBL ) pross loan**

 **Job Profile: Department PL & Home Loan**

 **Company join­--- Unit manager**

Personally meeting with prospective customers and selling Ready Credit. Lead generation

and converting prospects into clients. Maintaining all the existing customers’ record for better sales opportunity

**ACADEMIC CREDENTIALS**

**10th pass open school 60%**

**12th Pass UP University 60%**

 **Graduation from Ch. Charan Singh University 65%**

**PERSONAL DOSSIER**

**DATE OF BIRTH : 15th May 1983**

**FATER’S NAME : Sh. Hans Raj Arora**

**MARITAL STATUS : Married**

**DATE**

**PLACE Baldev Raj Arora**