

# Devaki Nandan Sharma

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## Objective

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To obtain a position whereby I can apply acquired knowledge and skill working in a team environment there by continuously growing and contributing to the main objectives of the organization.

## Employment Details

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### ▪ **Current:-**Turtlemint insurance Broker Pvt Ltd):[18/12/2024 TOTILLNOW]

- **Role:RELATIONSHIPMANAGER**[SIKARRAJASTHAN]
- **Responsibilities**
  - Recruit new pos ppartner and handling sales chanel
  - Partner active atead and personally visitand motivate.
  - Solving partner issue sand queries.
  - Through all partner sachive target.

### **PREVIOUS: R&D Insurance Broker ( POLICY EXPRESS ) :: [ 19/06/2024 TO 11/12/2024 ]**

- **Role : RELATIONSHIP MANAGER** [ SIKAR RAJASTHAN ]
- **Responsibilities**○Recruit new posp partner and handling sales chanel ○Partner activate and personally visit and motivate. ○Solving partner issues and queries. ○Through all partners achive target.

### ▪**PREVIOUS:-** PBPARNERS.COM ( POLICY BAZAR ) :: [ 7/JULY/2023 To 30/May/2024 ]

- **Role : RELATIONSHIP MANAGER** [ SIKAR RAJASTHAN ]
- **Responsibilities**○Recruit new posp partner and handling sales chanel ○Partner activate and personally visit and motivate. ○Solving partner issues and queries. ○Through all partners achive target.

### ▪**PREVIOUS: RENEWBUY.COM ( D2C INSURANCE BBROKING ) :: [ 10/AUG/2022 to 30/JUNE/2023 ]**

- **Role : SENIOR SALES MANAGER** [ SIKAR RAJASTHAN ]
- **Responsibilities**○Recruit new posp partner and handling sales chanel ○Partner activate and personally visit and motivate. ○Solving partner issues and queries. ○Through all partners achive target.

### ▪**INSURANCE DEKHO ( GIRNAR SOFT ) :: [ 21/JAN/2021 to 9/AUG/2022 ]**

- **Role : UNIT SALES MANAGER** [ SIKAR RAJASTHAN ]
- **Responsibilities**○Recruit new posp partner and handling sales chanel ○Partner activate and personally visit and motivate.
  - Solving partner issues and queries. ○ Through all partners achive target.

### ▪**BHARAT PETROLEUM CORPORATION LTD ( BHARAT GAS LPG ) :: [1/July/2018 to 20/nov/2020]**

- **Role : Sales executive** [Sikar, Jhunjhunu, Sawaimadhapur, Jaipur rural]
- **Responsibilities**○Handling all the Sales channels and distributors. ○Planning for the local marketing and support campaign to increase connections. ○Solving dealer's issues and queries.
  - Auditing and verifying all the after-sales support.

▪CONFIDENCE PETROLEUM INDIA LTD (**GO GAS**) :: [1/Oct/2015 – 30/June/2018]

- **Role : Marketing Executive** [Sikar ( Raj)]●**Responsibilities** :○Handling all Sales channels and distributors. Solving Dealers issues and queries.
  - Auditing and verifying all the after-sales support.

▪JIVEM EDUCATION PVT. LTD. (JHUNJHUNU, Rajasthan) :: [15/Jan/2012 - 30/June/2018]

- **Role: Business Development Executive**
- **Responsibilities**
  - Planning and handling all the marketing, survey and quality auditing related activities.
  - Working with academic staff and parents for admission and new session related counselling sessions.
  - Operating Sales educational software (entranceprime).

▪RELIANCE CAPITAL LTD. (SIKAR, RAJASTHAN) :: [1/June/2010 – 30/Nov/2010]

- **Management trainee.** (Venue marketing, Part-time)

▪SHEKHAWATI GROUP OF INSTITUTE (SIKAR, RAJASTHAN) :: [8/March/2010 – 30/Oct/2011]

- Role: Business Development Executive**●**Responsibilities:**○Working under a team for marketing and survey related activities.
  - Taking Lectures for BBA & MBA classes.

## Professional Summary

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- ~10 years of applied knowledge and experience focusing in the marking, planning and after-sales support for the Petroleum, Education and Finance products.
- Experience of handling team, getting the out-field task done and achieve the defined target for the team.
- Problem solving and counselling session exposure while working in education sector.
- Exposure in the after-sales support helped me to build the public relations for the betterment of the product and company portfolio.

## Achievements

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- **RAJAY PURUSKAR** in **Scouting**.
- **Exemplary Award** in Q2-2016 in **Go-GAS** for exemplary contribution in the team.
- **Winner** of several singing events in the College and school level.

## Certifications

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- Getting quick start certificate in ICICI insurance policy

## Education

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- **Bachelor of Arts** : Rajasthan University, Jaipur [2004-2007]

- **MBA** (Master of business administration) : Rajasthan Technical University, Kota [2008- 2009]
- **RS-CFA Certificate** : RKCL, Rajasthan [2010]
- **MSW (Master of Social welfare)** : S.H.I.A.T. & SCIENCE University of Allahabad [2012]
- **RS-CIT Certificate** : V.M.O.U Kota, Rajasthan [2013]

#### PERSONAL DOSSIER

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- Name : Devaki Nandan Sharma
- Father's Name : Vimal Kumar Sharma
- Date of Birth: 01 September 1987.
- Marital Status Married
- Address: New Vijay Vihar Colony Sikar, Rajasthan.
- Languages Known: English, Hindi and Local Language

#### DECLARATION

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I, Devaki Nandan Sharma, acknowledged all above furnish details are genuine to the best of my knowledge and beliefs.

**Date: Place:**

**(Devaki Nandan sharma)**