

Dushyant Sharma

Relationship Manager

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Professional Summary

Customer focused **sales consultant** with 3+ years of experience in **insurance sales and business development**. Proven track record of exceeding sales targets, managing client relationships and driving customer satisfaction in fast-paced environments. Skilled in lead conversion, upselling, post sale support and market analysis.

Skills

- Insurance Sales
- Lead generation and conversion
- Documentation and compliance
- Strong analytical and problem solving skills
- Email writing
- Customer relationship management
- Cross selling and retention
- Proficiency in Microsoft Office, Google Sheets and performance management tools.
- Excellent communication and interpersonal abilities.

Professional Experience

Relationship Manager, PolicyBazaar Insurance Brokers PVT L.T.D.

Mar 2024 – Nov 2024
Jaipur, IN

- Achieved 120% of monthly sales targets for life insurance.
- Retained 85% of assigned customers via proactive engagement.
- Converted leads by cold calling, referrals and website enquiries.
- Facilitated end-to-end policy documentation and compliance.
- Provided post-sales support for claims, renewals and queries.

Business Development Manager, Bglide Group

Mar 2022 – Dec 2023
Jaipur, IN

- Led strategic client acquisition efforts, expanding market share by 25%.
- Trained and 10+ sales representatives; improved team performance by 30%.
- Spearheaded regional campaigns to boost customer retention.

Business Development Executive, Emporis

Nov 2020 – Jan 2022
Jaipur, IN

- Handled front-line customer interaction and upselling of services.
- Built long-term relationships through tailored product offerings.

Education & Certifications

B.A, Maharaja Surajmal Brij University, 2021

12th PCM, Rajasthan Board of Secondary Education, 2017

10th, Rajasthan Board of Secondary Education, 2015

RSCIT Certificate-Rajasthan IT, 2015

Declaration

I hereby declare that the information provided above is true to the best of my knowledge and belief. I take full responsibility for its authenticity and correctness.