

# CURRICULUM VITAE

**BIHARI LAL RAMAWAT**

Mobile : - (+91) 6350226153

E-mail: [blramawat744@gmail.com](mailto:blramawat744@gmail.com)

## CAREER OBJECTIVE

- ❖ *To make a bright career in the field of finance marketing where I can use my marketing skills and managerial skills for the company's growth as well as personal growth. My goal is to be me in wherever I will be on the basis of my skills & performance. As they say.. Sky is limit..I follow and I know one day will touch & fulfill my goal..*
- ❖ *All the best my self.*

## KEY AREAS

- ❖ I have more than 15 years Experience in insurance and Finance & FMCG industry in sales and marketing with credit & collection from 2002,As a Team handling and Monitor field presence and customer contact quality in fields.
- ❖ Worked in Finance and Banking Industry as team leader.
- ❖ Prepare annual and monthly triad business.
- ❖ Team Management. And successfully handle the teams.
- ❖ Handling new customer, establishing corporate relationships & providing solutions for their service related queries & giving the right product to the right customers ❖ Directly communicate with Govt. department & Pvt. Department.

## SOFTWARE SKILLS

- ❖ Knowledge of Basic and MS-Office words & excel with Internet savvy and E-Mails (RS-CIT Course) of 3 months from Vardhaman Mahavir open university, KOTA in 2015

## PROFESSIONAL QUALIFICATION

- ❖ 2014- B.ed (Education) From M D S University, Ajmer

## **ACADEMIC QUALIFICATION**

- ❖ 2013-M.A. ( English Literature) from MDS University ,Ajmer
- ❖ 2002- M.A.( Political Science) from MDS University, Aimer.
- ❖ 2000- B.A. (Arts Stream ) from MDS University, Aimer.
- ❖ 1996-Sr. Sec from Secondary Education Board Rajasthan Ajmer
- ❖ 1994-Secondary. from Secondary Education Board of Rajasthan Ajmer

## **PRESENTLY WORKING**

- \_\_\_\_ ❖ Company : **LAPAYA AND COMPANY**
- ❖ Location : **Jaipur -Rajasthan**
  - ❖ Duration : **June 2023 to till date**
  - ❖ Post : **Area sales Manager**  
**Rajasthan & MP**

## **FINANCE SECTOR**

- ❖ Company : **RBA FINANCE PVT LTD.**
- ❖ Location : **Jaipur -Rajasthan**
- ❖ Duration : Sep.2017 to till date..
- ❖ Post : Assistant Manager  
Sales /Credit & Collections- Rajasthan

## **Job Profile**

- ❖ Worked in all kind of loans as – commercial vehicle loan (CV), two wheeler loan, Auto loan, Home loan, mortgage loan, loan against property (LAP) Business loan (BL), personal loan (PL), MSME & SME loans, and all others loan..
- ❖ Responsible for Handling team of above 10 sales managers in jaipur Branch and all Rajasthan area with responsible for profitability of branch & Rajasthan area MOM & YOY growth of different parameters like recruitment, sales, collections(due & NPA) etc. ❖ Give proper training of products and cooperating in generating leads

- ❖ Assign target of business and cooperate with team of achieving assigned target for better performance
- ❖ Takes unit meetings with sales team for planning and tools to be on action of fortnight in presence of sales managers to boost up their motivation level
- ❖ Managing team efforts to boost up their motivation & communication style makes joint call with showrooms persons, sales man and other persons who give business for their learning, increasing sales by customer visit with individual efforts to achieve targets.

### **Other Experience (Off roll)**

❖ **Working with DSA as Financial Advisor in FINANCE sector in Home Loan, Mortgage loan, Business loan, Personal Loan, Auto loan, CV loan, Two**

**Wheeler loan, msme & sme Other all loan done as sales & marketing Business from june 2010 to feb 2013**

### **WORKED EXPERIENCE**

#### **FMCG Business**

- ❖ Frame Name : **Tushar Enterprises**
- ❖ Location : Kishangarh
- ❖ Duration : July, 2016 to Aug.2017
- ❖ Post : Proprietor

#### **Job profile**

- ❖ All type Product Sales our Business,
- ❖ Proficient in managing sales operation, building healthy client relationship & achieving high customer satisfaction.
- ❖ Self responsible for all kind of criteria as sales, distribution, purchasing, accounts, goods supply management, customer relationship etc.

### **INSURANCE SECTOR**

- ❖ Company : **Shri Ram Life Insurance Company Ltd.**
- ❖ Unit : Ajmer & Beawar.
- ❖ Duration : March, 2013 to July, 2014 & Oct, 2015 to July, 2016.
- ❖ Post : Assistant Branch Manager.

### **Job profile**

- ❖ Handle of Ajmer Branch & Beawar.
- ❖ Monitor portfolio quality of triad service like performing portfolio, high onetime repayment rate, high customer service and operational compliance.
- ❖ Team Handle & Sales Insurance Product
- ❖ Handle Sales Officers & Sen. Sales Officers & Exe. Sales Officers Teams

### **ACHIEVEMENTS**

- ❖ Branch topper in month of April, 2016
- ❖ Branch topper in month of March, 2016
- ❖ Branch topper in month of Feb. 2016
- ❖ Winner of EVP trophy in month of Feb.2016
- ❖ Branch topper in month of Jan. 2016
- ❖ Branch topper in month of Dec. 2015
- ❖ Mussoorie trip winner in month of Dec. 2015
- ❖ Branch topper in month of Nov. 2015
- ❖ Branch topper in month of March, 2014
- ❖ Branch topper in month of Jan. 2014
- ❖ Branch topper in month of Sep. 2013
- ❖ Branch topper in month of Jun. 2013
- ❖ Winner of many contests and got Refrigerator, Samsung LED 32", Pigeon Mixer grinder, Steam Iron, Gold and silver coins etc.

- ❖ Company : **Future General India Life Insurance Company Ltd.**
- ❖ Unit : Ajmer.
- ❖ Duration : Oct, 2008 to May, 2010.
- ❖ Post : Assistant Sales Manager.

### **Job profile**

- ❖ Providing after sales service for company products through Customers and directly to industrial clients.
- ❖ Team Handle & Sales Insurance Product, Handle Agents & Agency ,organizer

## **Achievements**

- ❖ Branch Topper in Nop Jan.2010.
- ❖ Future Leader Report-2009 Top 10 policy leader in our zone
- ❖ Branch Topper in premium & Active July 2009.
- ❖ Regional “ Roll Of Honour”winner in July2009.
- ❖ Win a Go Goa contest in June ,2009
- ❖ Branch Topper in Premium, Nop, Active in Feb.2009.
- ❖ Achieved Top 50 Rank Pan India in Jan & Feb 2009
- ❖ Branch Topper in Premium Dec. 2008

- ❖ Company : **LIC OF INDIA**
- ❖ Duration : Dec,2003 to Oct,2008
- ❖ Title : Agent

## **Strengths**

- ❖ Self-confidence
- ❖ Good Communication Skill.
- ❖ Positive Attitude

## **PERSONAL DETAILS**

- ❖ Father’s Name : Shri Rameshwar Das Ramawat
- ❖ Date of Birth : 16<sup>th</sup> June. 1980
- ❖ Nationality : Indian
- ❖ Permanent Address : D-100 Jagdamba Nagar,  
Near Manas Hospital,  
Opp. Yadav Tent House,  
Dhawas, Heerapura Jaipur  
Rajasthan Pin Code-302021

- ❖ Place
- ❖ Date-

**BIHARI LAL RAMAWAT**