

Aditya Pal Singh Jadon

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DOB: 29-08-1985



CAREER OBJECTIVE

To be in a position in a result oriented organization that seeks an ambitious and career conscious person where acquired skills and education will be utilized towards continuous growth and advancement of the organization as well as the individual.

PROFESSIONAL EXPERIENCE

Presently working as a **Chief Manager/Business Development Manager** in Banking & Sales Channel for Kotak Mahindra Banking & Insurance Services with around **9+ years** of experience.

Branch: Indore (Madhya Pradesh)

Designation: Business Development Manager (April 2019 – Present)

- Organization : Kotak Mahindra Life Insurance
 - Designation/Role : Chief Manager
 - Industry : Insurance (Bancassurance)
- **Senior Manager (April 2017 – April 2019)**
 - Organization : Kotak Mahindra Life Insurance
 - Designation/Role : Senior Manager
 - Industry : Insurance (Bancassurance)
- **Manager (April 2015 – Mar 2017)**
 - Organization : Kotak Mahindra Life Insurance
 - Designation/Role : Manager
 - Industry : Insurance (Bancassurance)
- **Assistant Manager (Aug. 2011 – March. 2015)**
 - Organization : Kotak Mahindra Life Insurance
 - Designation : Assistant Manager
 - Industry : Life Insurance

Skill Set Summary:

- Excellent understanding of Business Requirements Gathering, Translating Requirements into Specifications.
- Scalable understanding on Distribution, New Business and Customer Servicing Systems.
- Marketing – Service Marketing, Customer Relationship Management, Consumer Behavior, Market Research, cross-sells and up-sells.
- Analytics - Business Analytics, Market Research, Business Intelligence, Market Analytics, e-commerce.
- Excellent Communications and interpersonal skills – well versed with customer relationship.
- Strong analytical and product management skills required, including a detailed analysis & understanding of how to **interpret customer business needs and translate them into application and operational requirement** documents.

Software Skills:

Banking & Insurance Solutions : Well versed with Bancassurance, Life Insurance Software Applications
Programming Languages : Well versed with Microsoft office, Excel & PowerPoint

Roles & Responsibilities:

- Handling of Banking & Sales Channel of Kotak Mahindra Bank.
- Provide extensive Trainings/sessions to RO and AAMs on existing products already launched & any new products launched.
- Handle new insurance product launch and understand its behavior compared to existing products.
- Coordinating with the Channel partners planning for New Business.
- Strong Domain knowledge on Life insurance concepts, Death/health claims, Loans & payments sections, Unit linked products and traditional life products.
- Supporting to Branch Banking and Sales vertical for all kind of services (Product, KYC, Hold forms etc).
- Expertise in New business capture and policy issuance based on manual and auto underwriting rules.

Latest Accomplishment:

- Successfully completed Branch Target in Last Financial Year
- Well versed with Genie Application and provide training of Genie application to various locations.
- Well Versed with CRM Next Application (Customer Relationship Management).

Professional Qualification:

Completed Post Graduate Diploma in Management from specialization Marketing & I.T - Jaipuria Institute of Management **Noida in 2011 with 75.86%** (<https://www.linkedin.com/school/jaipuria-institute-of-management/>)

Basic Qualification:

- Bachelor of **Engineering from Computer science with 72.5%** from Maharana Pratap college of Technology, Gwalior (affiliated to RGTU University – Bhopal M.P.)
- HSC from C.B.S.E Board in 2004,(PCM).
- SSC in from I.C.S.E Board in 2002

Internships/Industrial Trainings:

- 1) Organization : Appin Knowledge Solutions
Duration : 3rd July to 31st July 2007
Location : New Delhi
Title : Thinking in Microsoft .Net
- 2) Organization : Hutch
Duration : 20th January to 2nd February 2007
Location : Mumbai
Department : Networking Department

Personal Information:

- Date of Birth: 29/08/1985.
- Fathers name: Mr. Brijraj Pal Jadon
- Mothers Name Mrs. Shalini Jadon
- Current Location: Indore (M.P.)
- Nationality : Indian
- Gender : Male
- Languages Known : English and Hindi

Behavioral characteristics:

- Commitment to quality and result.
- Responsible and Sincere in attitude.
- Presentation and Leadership skills.
- Excellent problem solving skills – finding the route cause and heading towards the solution.

Forte:

- Leadership Skills , Creative Thinking ,Communication Skills & Presentation Skills

Favorite Quote:

- “Problems are opportunities”

Hobbies:

- Playing & Watching Cricket & Listening Music

Declaration:

I hereby affirm that the information furnished above is true to the best of my knowledge and belief. I shall be willing to furnish any other information that you may require for the purpose.

Date: __/__/__

Place: Indore

ADITYA PAL SINGH JADON