

DURGESH KADAM

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PROFILE SUMMARY

Result-driven and customer-focused professional with over 1 year of experience in the insurance sector as a Premier Relationship Manager at ICICI Prudential Life Insurance. Skilled in relationship management, cross-selling, and achieving sales targets. Acknowledged as a top performer with a CDO CHAMP award and expertise in building long-term client trust. Eager to contribute to the industry by leveraging my expertise in financial advisory and client handling.

SKILLS

- Business Development
- Lead Generation
- Financial Planning and Consulting
- Event Management and Networking
- Client Relationship Management
- Decision Making
- Market Research
- Stock Market and Investment Strategies

WORK EXPERIENCE

Premiere Relationship Manager, ICICI Prudential Life Insurance, Pune.

Aug 2023 - Dec 2024

- Achieved 8% departmental sales growth and was honored as the CDO CHAMP for August 2024.
- Built and maintained strong relationships with high-net-worth clients, offering personalized financial and insurance solutions.
- Conducted financial assessments and leveraged cross-selling to enhance client portfolios and ensure long-term security.

Executive Client Relations, Indira Group of Institutes, Pune.

Apr 2022 - Jun 2023

- Strengthened relationships with corporate HR, boosting recruiter participation and improving placement results. Aged end-to-end placement processes, from interview scheduling to applicant data sharing. Collaborated with cross-functional teams, enhancing success rates by 3%.
- Expanded campus placement opportunities by connecting with recruiters through LinkedIn and specialized tools.
- Maintained an updated database of potential recruiters and coordinated placement drives for MBA students.

INTERNSHIPS

Pre Sales for Enterprise Business, TATA Tele Business Services.

Jun 2022 - Sep 2022

- Conducted lead generation and prospect filtering using specialized tools to identify potential customers.
- Supported senior team members in converting leads into clients, contributing to business growth.

Sales Ambassador, Trillium beverages.

Mar 2022 - May 2022

- Enhanced customer experience through effective communication and understanding client needs to boost sales.
- Increased sales through effective cross-selling and product promotion strategies, while initiating sales in several new beverage stores and help to increase sale to the store by 4%.

EDUCATION

MBA - MARKETING

Indira Global Business School, Pune.

B.Sc. BIOTECHNOLOGY

K.K. WAGH College, Saraswatinagar, Nashik.

CERTIFICATIONS

- Master Class in Sales and Service Excellence by Dale Carnegie Training.
- Introduction to Management Consulting- Coursera by EMORY University.
- Data Driven Decision Making by Coursera by PWC.

ADDITIONAL INFORMATION

- **Awards:** Received the "CDO CHAMP" Award for Top contributions in sales, Aug 2024, ICICI Prudential.
Received "LEAD THE NEXT" Award for outstanding contributions in sales, Dec 2023, ICICI Prudential.
- **Accomplishments:**
Researched and authored a paper on EV Moped batteries, published in IJFANS International Journal, Available on Google.
Event Management Member - "Brand Slam" in MBA College and Part of the Technical Support and Digital management.
- **Activities:** ·Volunteer "STAMBH" NGO to fulfill social responsibilities since 2022.