

## RESUME

### SANGAMESH KAMBLE

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### CAREER OBJECTIVE

Seeking a challenging position where I can utilize my technical and interpersonal skills thereby excelling in my domain and hence serve the organization to the best of my abilities with my hard work.

### ACADEMIC QUALIFICATION

Graduate	2021	RANI CHANNAMMA UNIVERSITY BELAGAVI	53%
PUC	2017	SSPU COLLEGE ATHANI	62%
SSLC	2015	JAHN SCHOOL ATHANI	68%

### PROFESSIONAL SKILLS

- Positive attitude and enthusiastic,
- Willingness to work hard with dedication
- Good communication skills,
- Self confidence
- Ability to work in a group as well as individual,
- Initiative, flexible,
- Good human relation,
- Honest and punctual.

### EXPERIENCE :-

5 YEARS 6 MONTHS (SALES AND MARKETING)

## **BAJAJ ALLIANZ LIFE**

**Territory Manager – Agency Life ( Joined May 16<sup>th</sup> 2024 Currently Working )**

### **Role Summary**

- Responsible to drive business through Insurance Manager/Insurance consultants and to ensure location meet its monthly/quarterly & annual business targets
- Help, assist and guide Insurance managers & Insurance consultants to procure necessary business.
- Training & Development of Insurance Managers & Insurance Consultant to ensure team is fully equipped with Company products, compensation, market/industry updates.
- Plan and execute activities/strategies which can improve business.
- Responsible for constant recruitment of Insurance Consultant by coordinating with Insurance Managers.
- Facilitating constant rewards & recognition for team members.

## **TATAAIG GENERAL INSURANCE COMPANY LTD**

**Channel Sales Manager – Agency Health ( July 2022 to 2024 May)**

### **Role Summary**

- CSM role is responsible to supervise the business delivery under Agency travel team and Tie Ups & primarily grow the business with profits, Channel Management –Agents.
- Manage the daily activity of producers to ensure strong pipeline.
- Coach and guide to cross sell and grow the business
- Make individual agents grow at least 20% for every year
- Ensuring IRDA compliance regarding licensing and commission payments of agents
- Responsible for ensuring quality of applications
- Support/guide the producers in all activities related to policy services
- Train agents on products, process and USP's of Co

### **PhonePe:**

**Business development executive. (Year 2019 February to 2022 JULY)**

## **PERSONAL DETAIL**

**Name : Sangamesh Kamble**

**Father Name : Satappa**

**DOB : 10/04/1999**

**Age : 24years**

**Marital Status : Single**

**Languages Known : Kannada , English , Hindi , Marathi**

**Hobbies : Playing Outdoor Games , Listening Music , Reading Books**

### **Self Declaration:-**

I hereby declare that all the information furnished above is true and correct to the best of my knowledge and belief.

Place: Belagavi  
Date: 10/02/2024

Yours sincerely  
(Sangamesh Kamble)

