

# Vinay Shanker - Curriculum Vitae

Contact Information :-

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DOB: 08<sup>TH</sup> MARCH 1995

Location: New Delhi , Janakpuri  
(Southwest Delhi)

*"Driving growth, building relationships,  
and delivering solutions—your trusted  
sales professional."*



# Career Objective



- "To leverage my expertise in sales, relationship building, and strategic planning to drive revenue growth, exceed targets, and contribute to the success of a dynamic organization while continually developing my skills in a competitive and rewarding environment."

# Career Summary

- **Insurance Dekho (Girnar Insurance Broker)(May 2024 – Sep 2024)**
- **Company History :-** InsuranceDekho is an online insurance platform that was founded in 2016 by Ankit Agrawal and Ish Babbar.
- **Overview :-** InsuranceDekho is an online platform that lets you compare insurance policies from top-rated insurance companies and purchase the insurance policy that best suits your needs.
- **Founder :-** Ankit Agrawal and Ish Babbar.
- **CEO :-** Ankit Agrawal
- **Revenue :-** 763.6 cr
- **Headquarter :-** Girnar 21, Govind Marg, Moti Doongari Road, Dharm Singh Circle, Jaipur, Rajasthan- 302004

## Roles and Responsibilities – Relationship Manager

- Drive **revenue stream** through SME insurance agency vertical.
- Source Business through agents or channel partner.
- Onboarding of new agents or merchants.
- Maintaining DSR, Onboarding report, sales report, business forecast, Strategic pipelines .
- Field work within country to meet potential client and new client acquisition.
- Relation building with insurers.
- Set commission for POS in the guidance of HOD's.

**Customer Segment:** Small and Medium Enterprises , Large Corporates, Individual Customers(Retail Insurance Buyers, High-Net-Worth Individuals), Professionals and Self-Employed Individuals, Niche Markets, Retirees and Senior Citizens, Young Adults and First-Time Buyers.

# Career Summary

- **SPA Insurance Broker (2022 Jan – 2024 Apr) Corporate Manager**
- **Company History:** The Company is registered with the Insurance Regulatory Development Authority of India as a Direct Broker since 2004 and is empaneled with all leading life and general insurance companies in the county.
- **Overview :- SPA Insurance Broking Services Ltd.** is the **SPA Group's** risk management arm, providing a comprehensive range of insurance services to individuals, corporates.
- **Founder :- V.K KHATTAR**
- **CEO :- V.K KHATTAR**
- **Revenue :- 100 CR +**
- **Headquarter :-25, C-Block, Community Centre, Janakpuri, New Delhi - 110058 , Delhi**

## Roles and Responsibilities – Sr.Manager

- Leading and supervise all departments within the business.
- Maintain healthy relationship with existing clients.
- Generate new business through own natural market.
- Make new market strategy to retain the orphan and existing clients.
- Revenue generation within the deadlines.
- Reviewing financial statements and performance reports.
- Planning and leading business meeting with corporate clients.
- Making consolidators to grow business.
- Product type – TPA, Claim handling, General, Health.

**Customer Segment:** Small and Medium Enterprises , Large Corporates, Individual Customers(Retail Insurance Buyers, High-Net-Worth Individuals), Professionals and Self-Employed Individuals, Niche Markets, Retirees and Senior Citizens, Young Adults and First-Time Buyers.

# Career Summary

- **Policy Bazaar (March 2018 – December 2021) Associate sales consultant**
- **Company History:** Policybazaar is an online insurance aggregator in India that was founded in 2008 by Yashish Dahiya, Alok Bansal, and Avaneesh Nirjar.
- **Overview :-** Policybazaar is an online insurance aggregator that helps users compare insurance products from various companies.
- **Founder :-** Yashish Dahiya, Alok Bansal, and Avaneesh Nirjar.
- **CEO :-** Sarbvir Singh
- **Revenue :-** 3438 cr +
- **Headquarter :-** 2nd Floor MB,160 A & B, Shakarpur Laxmi Nagar New Delhi-110091 .

## Roles and Responsibilities – Associate Sales Consultant

- Maintain healthy relationship with existing clients.
- Generate new business through leads.
- General Insurance Sales Advisor – Meeting with clients virtually and inperson.
- Offering specialized financial guidance and advice.
- Completing financial needs analyses.
- Creating and explaining customized plans.
- Maintain CRM and update the exact data through research.

**Customer Segment:** Small and Medium Enterprises , Large Corporates, Professionals and Niche Markets(Event insurance , agriculture insurance etc.)

# ACADEMIC QUALIFICATION

- 10<sup>th</sup> from CBSE Board (2010)
- 12<sup>th</sup> from CBSE Board (2012)
- Graduate from Hospitality Academy (2015)
- Certificate by British Council
- PGDM – Pursuing - Business Analytics from MIT University
- Pursuing DiSC certification from Strengthscape.



# ABILITIES

## Core Abilities

**Effective Communication:** Clear and persuasive verbal and written communication.

**Relationship Building:** Building trust and long-term relationships with clients.

**Negotiation Skills:** Crafting win-win solutions during deal-making.

**Product Knowledge:** Deep understanding of the products or services being sold.

**Problem-Solving:** Analyzing client challenges and proposing tailored solutions.

**Time Management:** Prioritizing tasks to meet sales quotas and deadlines.

**Adaptability:** Adjusting strategies to align with changing market trends or customer needs.





# Products Knowledge & Interpersonal Skills

- **Strategic Sales**
- **Account Research**
- **CRM Operation**
- **General insurance life**
- **General insurance – non life**
- **Sales and marketing**
- **Negotiation**
- **Lead generation**
- **People Management**
- **Pressure handling**
- **MS Excel**
- **MS power point**
- **English communication**

