



NISHA

📍 Dehradun

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SKILLS

- Team leadership
- Customer Focus
- Retention
- Cross Selling
- Problem Solving
- Management Agility
- Sales Forecasting
- Leadership
- Industry Knowledge

PERSONAL SUMMARY

Experienced leader known for motivating teams to excel. Proficient in customer service, prioritization, delegation, and team motivation. Strong ability to build rapport with diverse individuals and foster creativity and efficiency. Demonstrated success in both independent and collaborative roles, with a proven track record of exceeding expectations in high-pressure environments. Adaptable in grasping new systems and methodologies. Adept at meeting demanding timelines and inspiring professional growth.

EXPERIENCE

March 2025 - Current

Territory Sales Manager Tata Aia Life Insurance Company Ltd

- Company Overview: Bancaasurance with Hdfc Bank
- Sales Strategy Development & Execution
- Customer Relationship Management & Retention
- Market Analysis & Competitive Intelligence
- Territory Planning & Management
- [Industry-Specific Product Knowledge]
- Negotiation & Closing Skills
- Team Leadership & Motivation
- [Sales Forecasting Tool/Technique]
- Performance Metrics & Reporting
- Bancaasurance with Hdfc Bank

February 2019 - March 2025

Deputy Cluster Manager Max life insurance Company limited

- Company Overview: Bancaasurance with Axis Bank
- Created and executed training schemes to maintain staff awareness of current regulations and trends
- Created and applied process improvements, leading to increased efficiency and savings
- Achieved consistent 75% counter share monthly
- Provided excellent customer service in a bank environment
- Helped Bank Staff reach targets and win quarterly contests
- Enhanced product visibility by coordinating with branch heads for marketing efforts
- Bancaasurance with Axis Bank

June 2016 - February 2019

Renewal Executive Max life insurance company limited

- Company Overview: Payroll of Team HR Services Ltd. Randstad
- Managed renewal collection and retention for Dehradun area covering five locations

- Managed premium mode changes, address updates, and name change requests
- Managed renewal coordination with office heads, partners, Adm and agents
- Delivered exceptional customer service to enhance future relationships
- Retained dissatisfied customers unwilling to renew policies
- Payroll of Team HR Services Ltd. Randstad

October 2013 - October 2014

Operation Executive Max Life Insurance Company limited

- Company Overview: Payroll of Cs Datamation Research Services Pvt Ltd
- Taking care of tele calling for the cases sourced
- Coordinating with RA's and CM's Regarding for their cases
- Tracking of discrepancies and bouncing and coordinating in resolution of the same
- Quality checks and introduction of proposal forms
- Day to day back end operations data work
- Ex.- dispatch & Tracking of policy bonds ,CSMS ,Daily courier
- Actioning on request (Surrender, freelook, Mode change etc)
- Coordinating with the branches for their requirements as Proposal forms, brochures, etc
- Payroll of Cs Datamation Research Services Pvt Ltd

ACHIEVEMENTS

- Won Certificate of Appreciation for qualifying in LY FUN recognition campaign.
- Awarded protection champion medal for Dec 2019.
- Won Trophy and Medal of Honour for Dec 2020.
- Qualified Diwali Dhamaka Protection Campaign in pan India rank 117.
- Promoted as RA to ASM Nov 2020.
- Promoted as ASM to SM Jan 2022.
- Promoted as SM to DCM Sep 2023.

EDUCATION

06/2008

SSC

SPS, Uttarakhand

06/2010

HSC

MKP, Uttarakhand

06/2013

Graduate | Commerce

DAV (PG) College, Uttarakhand

08/2016

Master of Commerce

Sri Devi Suman University, Uttarakhand

HOBBIES AND INTERESTS

- Gardening
- Long Drive
- Interact With People

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- Father's Name: Lt Ramesh Chandra Verma
 - Date of birth: 1993-06-24
 - Gender: Female
 - Marital status: Single