

# VIGNESH KS

## Sales Manager

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### ABOUT ME

Dynamic and results-driven insurance professional with 7 years of experience in the Bancassurance channel across Health and General Insurance. Proven expertise in managing bank relationships, achieving sales targets, driving cross-selling, and enhancing customer satisfaction. Strong interpersonal skills, product knowledge, and a deep understanding of insurance processes and regulatory compliance.

### WORK EXPERIENCE

#### Bajaj Allianz General Insurance Co Ltd

2024-2025 MAY

Sales Manager

- Managing relationship with Axis Branch banking teams (BB, TASC, CBG, CORPORATE SALARY segments) To Drive general insurance business
- Handling 2 Cluster and Circle office.
- Daily huddle meetings respective Local branches and training activities.
- Discussion with Cluster head and banca head Login drive business plan

#### Tata Aig General Insurance Co Ltd

2020-2024

Managed strong working relationships with Federal Bank and Indusind Bank (local branches and regional Offices).

- Conducted daily huddle meetings with bank branch teams for alignment and performance tracking
- Organized product refresher sessions and training activities to enhance product knowledge Managed with Off role employees
- Handled renewal retention through consistent follow up existing customers
- Coordinates daily with regional office and banca manager on business progress
- Ensured timely policy issuance and fee income reporting concern branches
- Maintained daily tracking on key parameters metrics for both partners

#### Care Health Insurance Co Ltd

2019-2020

- Managed relationship Corporation Bank And Union Bank
- Handling Coimbatore entire Clusters.
- Planning and implementation discussion with marketing head branches wise commitment
- Marketing activities loan melas, customer meetings.
- Daily MIS report share local branches and marketing head

#### BAJAJ FINSERV ( INSURANCE DISTRIBUTION CHANNEL)

2016-2019

- Managed Database BFL Customer Base
- Tie Ups BAGIC, BALIC, HDFC, TAGIC Life Insurance and Health insurance
- Team lease Payroll Achieved YTD Target .Got promoted as RM BALIC payroll 2018-2019

### SKILLS

- Relationship Building
- Time Management
- Communication
- Problem solving
- Team leadership
- Customer Orientation

## *EDUCATION*

### **SREE NARAYANA GURU COLLEGE**

**2009-2012**

Bachelor of Commerce with computer applications

### **DISTANCE EDUCATION UNDER BHARATHIAR UNIVERSITY**

**2014-2015**

HUMAN RESOURCE

## *LANGUAGES*

- TAMIL
- ENGLISH
- TELUGU

## *DECLARATION*

I Hereby declare that the above-mentioned information is true and correct to the best of my knowledge and belief

DATE :  
PLACE :

SIGNATURE: