



**Applied for – Operation Officer , Business Development Manager, Customer Relationship Manager,**

**MITHLES DIGAL**

Date of birth: 09/05/1992

Nationality: Indian

Gender: Male

UAE- Calling number = +971554733603

Whatspp number: (+91) 8847899528

Email address: [mithleshkudigal@gmail.com](mailto:mithleshkudigal@gmail.com)

Address: SAKTIVIHAR,, SALIASAHI, RAY- 687, JAYDEV VIHAR, BHUBANESWAR, PO- REGIONAL RESEARCH LAORATORY, DistKHORDHA, 751013, BHUBANESWAR, India (Home)

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## **WORK EXPERIENCE**

**SALES OFFICER** in EASY STORE STORE ELECTRONIC TRADING LLC BRANCH DUBAI, till Date.

- Promoting Du Services
- Selling Du Products
- Providing New wifi Connections
- Providing New Postpaid connection.
- Product Renewal Services .

**ENGLISH TEACHER , HOLY FAMILY ENGLISH MEDIUM SCHOOL, Chhindigarh, Chhattisgarh.**

## **BUSINESS DEVELOPMENT MANAGER HDFC LIFE INSURANCE**

02/09/2017 – 15/12/2020 BHUBANESWAR, India

- Recruiting potential Financial Consultants.
- Training Consultants. Generating leads from public places, social media etc.

- Driving business with new life insurance policies.
- Collection of renewal premium, Customers follow up.
- Products Presentation , Presentation on new budgets and new business opportunities.
- Customer service Team Management and Leadership .
- Supervising,

Department sales and marketing

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## **BUSINESS DEVELOPMENT EXECUTIVE SBI LIFE INSURANCE COMPANY LIMITED**

28/12/2020 – 15/04/2021 BHUBANESWAR, India

- Customer Relationship
- Processing Claim Settlements
- Investigation and Primary Field Underwriting.
- Telecommunications Recruiting
- Recruiting Financial Consultants
- Cold Calling
- Lead Generation
- Up selling
- Logging policies
- Handling HNI Customers
- Product Presentation
- Selling Life Insurance Policies
- Team Management
- Regular Visit to Branches
- Working on MS EXCEL
- MS WORD
- Adobe Photoshop

### **Department – Insurance**

**Security Supervisor Part-Time in Urban Security Agency, Odisha Bhubaneswar, India.  
2015- 2016.**

### **INTERNSHIP YOUTH COUNCIL DEVELOPMENT ALTERNATIVE ( YCDA )**

10/06/2016 – 10/12/2016 BHUBANESWAR, India.

- Report Writing
- Field works
- Presiding over Social Awareness meetings
- Worked on YOUTH AWARENESS

- Worked on Child Rights and protection .

## **Business or Sector Human health and social work activities**

### **Department Social works**

01/06/2014 – 06/2015 NEW DELHI, India RAW MATERIALS RECEPTION WORKER AUTO DECOR PRIVATE LIMITED.

- -Supervising the large Manpower
- -Supervising the raw Material
- -Quality Testing of the manufactured Products
- Assisting the General Manager and recruiting manpower

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## **EDUCATION AND TRAINING**

➤ **POST GRADUATION DIPLOMA IN INSURANCE ( PGDI ) MANIPAL UNIVERSITY  
Bangalore . Field of study Banking and Insurance**

- Product Presentation Skills
- Communication Skills
- Organizational Behaviour
- Project Management
- Customer Relationship Management

➤ **MASTERS IN RURAL MANAGEMENT AND GANDHIAN STUDIES ( MRMGS )  
NATIONAL INSTITUTE OF SOCIAL SCIENCE AND SOCIAL WORK ( NISWASS )**

## **Call Center Representative at AIRCEL From 2013- 2015**

### **Key Qualifications & Responsibilities**

- Managed high-volume customer support calls, efficiently resolving inquiries and complaints.
- Implemented a new and improved customer feedback system, which boosted customer satisfaction.
- Helped develop new strategies for customer retention.
- Consistently achieved over 90% customer satisfaction rating.
- Achieved one of the highest customer service scores for consistently meeting customer needs.

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## LANGUAGE SKILLS

Mother tongue(s): | HINDI | ENGLISH

Other language(s):

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## DIGITAL SKILLS

Microsoft Word

Microsoft Office

Adobe Photoshop

Thanks for your time and consideration. I'd love a chance to learn more about this position and demonstrate how I can help (company or team) reach its organizational goals. I believe my skills and motivation make me a great potential asset. I can be reached at ( +971554733603 or mithleshkudigal@gmail.com) if you need any other information.