



NEHA BABAR

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SUMMARY

Demonstrated expertise in delivering exceptional service through rapid learning and adaptability. Over 16 + years of leadership experience in Sales and Marketing, consistently achieving high performance standards. Proven ability to prepare detailed documents based on thorough research, resulting in successful outcomes for clients. Strong communication and analytical skills drive impactful results and support organizational success.

Seasoned Regional Head with strong background in strategic planning, business development and team leadership. Proven ability to drive growth and improvements across diverse markets. Skilled in forging partnerships and leveraging data-driven insights to deliver results. Significant contributions made in previous roles include enhancing operational efficiency and boosting regional sales performance.

SKILLS

- Client relationship management
- Revenue generation strategies
- Portfolio and performance management
- Cross-selling techniques
- Compliance resolution
- Mutual fund expertise
- Training facilitation
- Sales strategy development
- Effective communication
- Leadership excellence
- People management skills
- Client management

EXPERIENCE

REGIONAL HEAD SALES, 01/2024 - Current

ICICI Bank, Mumbai

- Conducted client visits with Relationship Manager to enhance revenue generation for bank.
- Managed products including mutual funds, life insurance, fixed deposits, general insurance, auto loans, and personal loans.
- Facilitated weekly team reviews to track performance and align strategies.
- Resolved customer compliance and service-related issues promptly.
- Handled ultra high net worth and high net worth clients effectively.
- Opened new client accounts through referrals from existing clients.
- Oversaw a portfolio totaling ₹2500 crore mapped to Relationship Manager.
- Executed comprehensive portfolio management to maximize client satisfaction.

CHIEF MANAGER, 03/2022 - 12/2023

Kotak Life Insurance

- Enhanced cross-sell strategies across three channels nationwide, engaging a team of 3,800 professionals.
- Coordinated with zonal heads to develop innovative campaigns and deliver impactful presentations.
- Conducted weekly review calls with regional leaders to evaluate cross-sell performance.
- Compiled comprehensive reports to present key insights to business executives.
- Directed nationwide business initiatives from headquarters, ensuring alignment and growth.

CLUSTER BRANCH MANAGER, 09/2018 - 11/2021

Canara HSBC Life Insurance Company

- Company Overview: Visiting CANARA bank on daily basis 2-3 visit in a day.
- Preparing goal sheet and targets for team on monthly and weekly basis
- Weekly R n R for team on targets achievement
- Taking training every week of the team.
- Build up good repo with branch managers of Canara bank.
- Helping team members in closures.
- Preparing weekly reports and sending to Canara bank cluster managers on weekly basis.
- Visiting CANARA bank on daily basis 2-3 visit in a day.

TERRITORY MANAGER, 03/2017 - 09/2018

Exide Life Insurance

- Cultivated strong relationships with branch managers at PMC Bank through daily visits.
- Delivered weekly training sessions to enhance team skills and performance.
- Facilitated weekly recognition sessions to celebrate team target achievements.
- Assisted team members in closing sales and achieving targets effectively.
- Prepared monthly and weekly goal sheets to align team objectives.
- Compiled and submitted weekly reports to PMC Bank cluster managers for performance tracking.

ASSOCIATE FINANCIAL SERVICES MANAGER, 03/2013 - 02/2017

ICICI Prudential Life

- Coordinated banking staff at ICICI Bank, enhancing operational efficiency through effective collaboration.
- Developed strong relationships with staff to facilitate timely task completion.
- Conducted sales calls and data outreach as directed by banking personnel to drive engagement.
- Managed emails, policy documentation, and premium calculations, ensuring accuracy in all records.
- Compiled daily MIS reports for reporting manager, tracking performance metrics effectively.
- Produced weekly reports on new business insurance policies to support informed decision-making.
- Analyzed customer data, identifying trends and opportunities for growth within the market.

SALES EXECUTIVE, 05/2009 - 02/2013

Pancard Clubs

- Delivered daily presentations to new families, effectively showcasing company offerings.
- Established rapport with families within 30 minutes to facilitate trust and engagement.
- Promoted 25-year holiday concept, successfully addressing family needs and interests.

EDUCATION AND TRAINING

R.K . Talereja College, Ulhasnagar, 01/2009
B.Com

ACHIEVEMENTS

- Qualified for Dubai, Bangkok, Malaysia and Goa trips from Canara HSBC OBC Life Insurance in 2019
- Achieved award in 2017 as Top Territory Manager and got recognition from Director of Exide Life Insurance Co. Ltd.
- Rewarded in ICICI Prudential as Top performer for Month of JFM contest in 2014, Qualified for Bangkok and Pattaya trips

LANGUAGES

English:	C1	Hindi:	C2
			
Advanced		Proficient	
Marathi:	C2		
			
Proficient			