



## Aleena Joseph Correya

8075312463

Quick learner with over 6 + years' experience in IT and Insurance sector. Offers expertise in achieving optimal results with competent planning, organization and result oriented approach. Good team player with excellent communication and interpersonal skills.

### WORK EXPERIENCE

#### SENIOR RELATIONSHIP MANAGER ON PREMIUM ACCOUNTS :

**GRADE – DEPUTY MANAGER Apr2023 – Present**

#### RBL BANK LIMITED

**Senior Relationship Manager-Nov2022-Apr2023**

#### EDELWEISS TOKIO LIFE INSURANCE CO LTD

**Senior Corporate Agency Manger – April 2022-July2022**

#### HDFC LIFE INSURANCE COMPANY LTD

- Building a strong relationship with the sales team of the channel partners (Bank/NBFC/MFI/Broker)
- Achieving your sales targets as per channel strategy
- Meeting prospective customers with channel sales team to sell insurance solutions
- Providing pre- and post-sales support (e.g., claim settlement)
- Ensuring quality of business and persistency (renewals of premium)
- Enabling channel sales team to use latest digital platforms

**Unit Executive Sales Manager February 2019 – April 2022**

#### ADITYA BIRLA SUNLIFE INSURANCE COMPANY LTD

- Growing already existing accounts in Bancassurance and establishing new tie-ups.
- Preparing quotations and proposals, negotiating terms, and closing sales.
- Explore opportunities to develop new markets/ segments.
- Build a good customer base to explore opportunities to cross-sell & up-sell.
- Building long term relationship with the bank staff by ensuring all their queries are addressed promptly and relevant technical guidance is provided.
- Accept and follow up on request and complaints received from clients and ensuring claim requests are serviced.
- Coordinating and organizing training for bank staff on products, processes, and business conversion.

**BIG FRAME Technologies (Nov 2016- Nov 2017)**

Worked as a Software Testing Trainer.

### EDUCATION

Bachelor of Computer Applications (BCA), Amrita School of Arts and Sciences, Kochi. 2012-2015 with 66.6%

#### CONTACT



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#### SKILLS

MS OFFICE, JAVA SCRIPT, TML5, PHP, CORE JAVA, J2EE

#### LANGUAGES

English: Professional

Malayalam: Native

#### REFERALS

Sabitha Nishad, Bank Manager, Ujjivan Small Finance Bank Ltd.

#75919 39604

#### HOBBIES

MUSIC, READING, MOVIES, DANCING

