



# SONALI MAILARPAWAR

Training Executive

## CONTACT

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Shivmandir H B Estate Sor  
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## EDUCATION

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- a) S.S.C. passed, Nagpur Board, I Division, 1991
- b) H.S.C. passed, Nagpur Board, I Division, 1993
- c) B.Com. Passed, Nagpur University, II Division, 1996
- d) M.Com. passed, Nagpur University, II Division, 1998
- e) Additional : B.A. English Literature, Nagpur University, II Division, 1998
- f) VOCATIONAL STUDIES :
  - i) Tailoring & Cutting, Mumbai Board, I Div. 1997
  - ii) Embroidery & Fancy Work, Mumbai Board, I Div. 1998
  - iii) Teacher's in Tailoring Embroidery Mumbai Board, I Div. 2000
- g) IT Skills , Ms-Office from Mangalyog Computer, Nagpur.
- h) IRDA Exam pass, Distinction, 2003.
- i) **Licentiate**: Insurance Institute of India 2008.
- j) **Fellow**: Life Underwriting Training Council from International Academy of Insurance & Financial Management in Affiliation with the American College (Life Insurance Marketing & Sales )
- k) **NCFM Beginners'** Module
  - i. Financial Market
  - ii. Commercial Banking in India.
  - iii. Insurance Module.

## **WORK EXPERIENCE**

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Worked as a Finance Officer at **ICICI Bank Personal Loans CPA**, Nagpur From Aug. 2001 to Nov. 2003

Worked as Admin Coordinator & Tele calling Executive at **DSA CITY Bank Credit Cards** From Jan. 2004 to Dec. 2004

Worked as an Advisor at **ICICI Prudential Life Insurance Co. Ltd.** Since Jan. 2005

As well as worked as a Consultant Trainer from Aug. 2007 to August 2009.

Worked as a Sales Trainer **HDFC Standard life Insurance Co. Ltd** from August 2009 to Mar 2010

Worked as **AM ICICI Prudential Life Insurance co. ltd** From 26/4/2010 to 10/12/2012

Worked as a Learning & Development Manager with **SBI life insurance co. ltd** From 21/10/2015 to 30/06/2016.

- Segmented training for Agency & Banca channel Analyzing improvement in sales after Training.
- Monitoring Confirmation of manager
- Stood 6<sup>th</sup> out of 21 from the region in the training performance , within 6 month.
- Coverage of training is above Benchmark

**Currently Working as Training Executive with TVS Training & Services From 30/01/2017 till date.**

**Responsibility:**

**Administration:** Morning Huddle Leading the team of 4 trainer.

**Training:** Training the participant from Gujarat, Maharashtra, Telangana, AP, MP. Chhattisgarh for

ICICI Bank, Sales officer Position (In House Training)

Axis Bank BDE Position (In House Training & field work)

Training the participants for L & T Finance for the position of front-line sales in Microfinance, Two-Wheeler & Farmer Finance.

**Achievement:** Delivered training to around 950 participants work for 3800 man-hours for this organization.