

# Nilesh Shewatkar

405, Karmabhumi Residency, Karmabhumi nagar, Lohegaon, Pune-411047

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## Objective

Seeking challenging assignments that would facilitate the maximum utilization and application of my testing skills and expertise in making a positive difference to the organization.

## Experience

- Tata AIA Life Insurance.** 05/04/2023 - 25/06/2023  
Assistant Relationship Manager  
Acquisition of Customer through direct channel.  
Generate leads, work on prospects and close the sales for life insurance products.
- Tata AIA Life Insurance** Dec 2017 - June 2018  
Assistant Relationship Manager  
Selling of Life Insurance products through direct channel. Doing marketing activities in Tata Corporates in and around Pune and generating business through those potential leads.
- Magpie Digital Services Pvt. Ltd.** 01/09/2016 - 30/10/2017  
Sales Executive  
Sales of E-commerce services in B2B environment.

## Education

- Vishwakarma Institute of Management, Pune** 2017  
MBA Marketing  
64
- Amravati University** 2014  
BE Electronics and Telecommunication  
64.46
- VYWS Polytechnic College, Badnera** 2011  
Diploma  
73.03
- State Board** 2008  
10th Standard  
82.00

## Skills

- Sales
- Business Development
- Relationship Management
- B2C Sales
- B2B sales

## Projects

- IDBI Federal Life Insurance**  
Summer Internship Idbi federal life insurance. Ltd A Study of Customer Retention and Acquisition at IDBI Federal Life Insurance Co. Ltd.  
3 Months Internship.
- Vehicle security using Biometric**  
Duration: 3 months.

## Languages

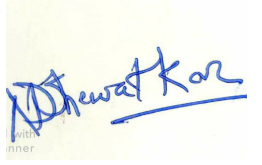
- English
- Hindi
- Marathi

## Personal Details

- Date of Birth : 26/02/1992
- Nationality : India

## Declaration

- I hereby declare that the above information is furnished true to the best of my knowledge.

A handwritten signature in blue ink on a yellow background. The signature reads "Nilesh Shewatkar" with a horizontal line underneath. There is some faint text below the signature, possibly "with inner".

NILESH SHEWATKAR