Sumit Raj

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PROFESSIONAL SUMMARY

Sales professional with six years of experience in health insurance and customer-facing sales, including five years at Care Health Insurance, where I progressed from Relationship Manager to Sales Team Manager. I currently lead a team of 14 and am accountable for monthly and quarterly revenue targets. I am seeking a senior sales or team leadership role in which I can contribute to business growth and develop high-performing teams.

PROFESSIONAL EXPERIENCE

Sales Team Manager | Care Health Insurance Ltd — Mar 2026 – Present

- Lead and manage a 14-member B2C health insurance sales team to achieve monthly and quarterly revenue targets.
- Drive revenue growth by strengthening client engagement and refining sales strategies.
- Coach and mentor team members on product knowledge and sales techniques to raise productivity.
- Analyse market trends to identify new business opportunities.
- Track individual and team performance through regular reviews to ensure consistent target achievement.

Assistant Team Leader | Care Health Insurance Ltd — Nov 2023 – Feb 2026

- Supported the management of a 10–11 member sales team in achieving sales targets.
- Coordinated daily team activities to improve communication and workflow.
- Supported training and onboarding of new employees.
- Monitored team performance and provided guidance to improve results.
- Managed scheduling and ensured smooth execution of sales operations.
- Recognised as Best Performer (Assistant Team Leader) for outstanding sales performance.

Acting Team Lead | Care Health Insurance Ltd — Mar 2023 – Nov 2023

- Promoted to Acting Team Lead in recognition of consistent monthly sales target achievement.
- Led a 5-member B2C health insurance sales team, ensuring timely completion of targets and contributing to overall team revenue.
- Managed a monthly sales target of ₹18 lakh and ensured consistent delivery.
- Guided and supported team members to improve performance and conversion rates.
- Handled day-to-day team operations and coordinated with senior management.
- Earned Top Performer recognition for consistently achieving monthly targets.

Senior Relationship Manager | Care Health Insurance Ltd — Jan 2022 – Mar 2023

- Drove B2C health insurance sales by acquiring new customers and converting leads into policies.
- Advised customers on suitable insurance plans based on their needs.
- Managed policy renewals and retention to maintain long-term customer relationships.
- Worked consistently towards individual sales targets.
- Built strong client relationships that generated repeat business and referrals.

Relationship Manager | Care Health Insurance — Jul 2021 – Jan 2022

- Sold B2C health insurance products and generated new customer leads.
- Explained policy features and benefits to customers to drive conversions.
- Built and maintained strong customer relationships for better retention.
- Followed up with prospective clients to close sales and achieve targets.
- Ensured a smooth onboarding and documentation process for customers.

Customer Care Executive (Sales) | Allsec Technology — Aug 2019 – Jan 2021

- Handled inbound and outbound customer calls for SBI Card protection services.
- Assisted customers with product information, issue resolution and service requests.
- Promoted and sold card protection plans, contributing to revenue generation.
- Maintained accurate customer records and proper documentation.
- Delivered high-quality customer service while meeting performance targets.

Business Development Intern | OYO Hotels & Homes, Noida Mar 2018 – Dec 2018

- Assisted the Business Development team in identifying and onboarding new hotel partners.
- Supported market research, competitor analysis and business expansion initiatives in assigned areas.
- Coordinated with hotel owners to maintain strong business relationships and smooth operations.
- Helped achieve sales and partnership targets through client engagement and follow-up.
- Prepared reports, maintained business records and collaborated with cross-functional teams to improve partner satisfaction.

SKILLS

- **Sales:** Health Insurance Sales, Inside & Outside Sales, Marketing, Product Knowledge
- **Leadership:** People Management, Team Training & Mentoring
- **Tools:** MS Excel, Database Management
- **Languages:** Hindi, English, Bhojpuri

EDUCATION

- **B.Tech, Computer Science & Engineering** | NIET, Noida Institute of Engineering & Technology | 2019 | 60%
- **Class XII (Intermediate)** | Bihar School Examination Board (BSEB) | 2014 | 64.9%
- **Class X** | Central Board of Secondary Education (CBSE) | 2012 | 89%

ACHIEVEMENTS

- **Top Performer (Acting Team Lead)** | May & Oct 2023: recognised for consistently achieving monthly sales targets.
- **Best Performer (Assistant Team Leader)** | Dec 2023, Feb & Mar 2024: awarded for outstanding sales performance.