

# PRITUSH MEHRA

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## PROFESSIONAL SUMMARY

Result-oriented professional with a proven background in B2B sales and client management, aspiring to apply analytical and operational expertise toward a growing career in finance and business operations. Experienced in handling policy documentation, RFQs, payment processing, and cross-functional coordination, with strong analytical and organizational skills. Known for maintaining accuracy under pressure, achieving performance targets, and optimizing processes for efficiency. Seeking an opportunity in Finance and Operations to leverage my sales experience, analytical mindset, and process-driven approach to contribute to sustainable business growth.

## WORK EXPERIENCE

### Insurance Advisor

### Policybazaar For Business

Mar 2024- Present

- Manage complete sales cycle for Marine Transit Insurance including requirement gathering, RFQ preparation, quotation sharing, virtual meetings, and closure.
- Act as the sole specialist for Annual Open Policies, while also managing a strong client base in Single Transit Insurance.
- Build and maintain a referral-driven client network, enhancing lead generation and repeat business.
- Recognized for strong client engagement, problem-solving, and leadership qualities in handling complex negotiations.

### Management Trainee

### Nainital District Cooperative Bank

Aug 2023- Oct 2023

- Assisted in regular banking operations including loan processing, document verification, CKYC, and CIBIL score management.
- Promoted government banking schemes and facilitated customer awareness.
- Supported preparation of analysis and progress reports for management.

## EDUCATION

- Master of Business Administration in Finance and Management. (INDIRA GANDHI NATIONAL OPEN UNIVERSITY) 2022-2024
- Bachelor of Science in chemistry (KUMAUN UNIVERSITY) 2016-2019

## SKILLS

- **Technical Skills** – Basic MS Excel, MS Word, MS PowerPoint & Policy quotation
- **Soft Skills** – Communication, Multi-tasking, Problem-Solving, Time Management, Leadership, Client Relationship Management.

## ACHIEVEMENTS

- Achieved 120% target in Jul 2024, awarded Star Performer of the Month (R&R) with certificate & trophy.
- Successfully closed deals with reputed brands like Snitch, Miraggio, PhysicsWallah, Sri Sai Agro, Danubia Woods, Vasa Density, and more.
- Delivered the highest conversion ratio (69%) in Dec 2024 across the B2B Marine process.
- Closed high-value deals with premium brands and secured highest payments of ₹4.5L & ₹6.5L.
- Successfully cross-sold multiple business insurance products including Fire, Stock, Liability, WC, and GMC, increasing overall client portfolio and revenue.

## PROJECT WORK

- Completed Project Report on The Topic “Impact of GST On Indian Economy” During My Mba (Finance)