

# Tulsidas Gadpaile

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## **PROFESSIONAL SUMMARY**

- Experience in the field of Life insurance in Life Insurance Corporation of India(LICI) for more than three decades.
- In-depth knowledge of most of the administrative departments including CRM, NB, IT, HR and **Marketing more than two decades.**
- Held a position of Manager Sales in Thane Division where we have produced **24 Crorepatis on premium basis** in the year 2006-2007.
- Worked as Chief Manager at Gadchiroli Branch which is a naxalite prone area and **5 Crore premium was recycled through claims in the year 2009-2010.**
- Marketing Manager in Amravati Division where division has achieved many glories in the year 2010-2011.
- Served as Senior Divisional Manager at Satara Division and Nashik Division(One of the biggest division in terms of Potential and Number of Policies) and achieved the target on various parameters.
- Introduced the concept of **Crorepati on commission basis and also produced maximum Shtakveers and Shahastraveers, Club members** at Nashik Division.
- During the tenure of SDM, Nashik, one **SBA has created 32 MDRTs and was number 1 in Western and number 2 in All India from a rural branch in the year 2019.**
- During Senior divisional Manager, introduced the concept of Conference of all ADMs/AOs/AAOs including all branches at divisional level and focused on behavioral aspect of every employee with customers, agents and colleagues.
- **Trained staff not to insult any human being** and give respect and earn respect concept was practically introduced through various meetings at divisional level and branch offices.
- **Regular practitioner of Vipassanna Meditation** which helped to manage tough branches, divisions and situations effectively without stress. Never believed in burdening others but achieved results through creating conducive atmosphere which helped to achieve almost all targets of marketing.

## **ACADEMIC QUALIFICATIONS**

- Science Graduate in Biochemistry from Nagpur University