

# UMESHKUMAR MORKHADE

## TELESALES EXECUTIVE

Quick learner, TeleAdvisory, TeleSales & TeleMarketing Specialist with more than 2 years Experience in Insurance (Term Life & Health) & Hospitality (Holiday's) Sectors. Excellent Communication & Computer Skills, Ability to work under Pressure, Strong Problem Solver, Objection handling Skills with the multitasking. Ability to handle several Customer needs with ease. an ability to analyze data & identify trends. Ability to work independently or as part of a team to meet Project deadlines or achieve targets.

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in <https://www.linkedin.com/in/umeshkumar-morkhade-a8998212b>

## SKILLS

Active listening	Patience	Leadership Skills
Product Knowledge	Identify Customer needs	Ability to work independently or as a part of team
Excellent communication	Ability to multitask	Lead Conversion
Objection Handling	Data Analyze & identify trends	Lead Generation
Ability to work under Pressure	Computer Skills	

## EXPERIENCE

### Telesales Executive

**Calling 24o7 Bpo Services pvt ltd** *Dec 2022 - Mar 2024*

Cold Calling, Giving Product Knowledge to Customer, Guiding, Advising, Identifying their actual needs, telling importance of products such as Term Life insurance for them & their family, giving relevant information, giving example & sharing experience to the Customer. Objection handling, Problem Solving, Satisfaction, & Convincing Customers & turned into Sales (Selling Term Life Insurance) ICICI PRUDENTIAL LIFE INSURANCE (IPRU PROCESS)

### Telesales Executive

**Qconnect Business Solutions Pvt Ltd** *May 2022 - Oct 2022*

Cold Calling, Giving Product Knowledge to Customer, Guiding, Advising, Identifying their actual needs, telling importance of products such as health insurance for them & their family, giving relevant information, giving example & sharing experience to the Customer. Objection handling, Problem Solving, Satisfaction, & Convincing Customers & turned into Sales (Selling Health Insurance) Bajaj Finserv Health Insurance. (BFHL Process)

### Telemarketing Executive

**The Park Previera Hospitality Pvt Ltd** *Nov 2021 - Apr 2022*

Cold Calling, Convincing Family to Visit on Venue for Presentation of Holiday Packages & Dinner.

### Block Technology Manager

**Agriculture Department of Government of Maharashtra** *Jul 2008 - Sep 2021*

Office Administration, Clerical, Supervisory, & Managerial Work. & Arranging Meetings of Taluka Level officer with District level officer. Transfer technology to them & All Farmers in the district. Conducted Farmers Meeting, Trainings, Workshops, & Exposure Visits within District, Out Of District means Within State Maharashtra & also out of State (Maharashtra) means Within Country (India). Distribution of Subsidy in Many Central Government Schemes for Various Activities. like Farmers Farm School, Crop Demonstration, Farmers - Scientist Visit. in Agricultural Technology Management Agency (ATMA), Package for BBD, & in MIDH/NHM Scheme like Subsidy for Community Farm Pond, Plastic lining, Shednet House, Polyhouse, Pack House, Agricultural Implements, like Tractor, Rotavator, Power Tiller. Kandachal (Onion Storage), Bedana Shed, Agricultural Process units, Cold Storage, Ripening Chamber for Banana. Subsidy for Medicinal Plants, Nursery, Organic Farming, Compost Fertilizer, Vermi compost, Sericulture, Apiculture, Poultry Farm, Goat Farm, Fishery

in Farm Pond. Milk Production in Dairy. Coordination with Agriculture & Allied Sectors. Agriculture Marketing, Farmers Group (SHG), Providing Fertilizers Directly at Farmers Farm. Arrange Agriculture Exhibition etc.

## EDUCATION

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### B.Sc. Agriculture

**SVGI College of Agriculture** *Jun 2003 - Jul 2007*

Graduate in Agriculture

### HSC

**The New Era Jr College** *Jun 2002 - Jul 2003*

12th Science

### SSC

**The New Era High School** *Jun 2000 - Jul 2001*

10th

### MSCIT

**MSBTE** *Apr 2005 - Oct 2005*

MS-OFFICE

## LANGUAGES

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Marathi

Hindi

English