

RUPINDER PAL SINGH

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Experienced professional with a decade-long track record in sales, business development, and client relations. Currently excelling as an Insurance Agent at Sussex Insurance, adept in processing policies, addressing client needs, and driving sales growth. Proven success in previous roles at Staples Canada and LinkPoint IT Solutions. Bachelor's degree in Computer Science complemented by certifications in insurance sales.

Work Experience

Insurance Agent

Sussex Insurance - Kamloops, BC

December 2023 to Present

Process Auto/Home/Rec Insurance policies.

Discuss each client's needs to ensure they have the coverage acceptable to them.

Calculating premiums.

Help customers renew or make changes to their policy over the phone.

Contact customers about upcoming renewals.

Up sell other private insurance, like Stratford, Motomaxx.

General office duties.

Wireless Consultant

Staples Canada - Kamloops, BC

May 2023 to December 2023

- Connect, share, and partner with customers, identify and convert sales opportunities.
- Help customers by meeting and exceeding their needs.
- Reconnect and follow up with customers to solicit feedback on sales; promote additional products and services that create value.
- Responsible for achieving personal sales goals.
- Stay updated through the various internal communication channels.
- Effectively resolves customer concerns and escalates to management when appropriate

Business Development

LinkPoint IT Solutions - Kamloops, BC

October 2022 to January 2023

- Prospect daily to keep sales funnel full, using a variety of proven prospecting tools and techniques
- Maintain a network of contacts
- Seek out new business/ leads and approach targeting business clients actively
- Work with technical team to assess and proposed solutions to fit individual client needs
- Close the sale and finalize delivery
- Understand client's business needs and goals to effectively advise/ propose solutions that meet or exceed their goals

Territory Sales Manager

Dr Lal Pathlabs

April 2015 to August 2022

- Meeting with medical professionals, hospitals, nursing homes, clinics, diagnostic laboratories, and detail them on service our company offers.
- Promoted a diverse range of Pathological tests to specialized doctors.
- Prepare sales information on assigned territory in all forms as desired by the management and send the same to head office on regular basis
- Resolved client issues by actively working with the operation team
- Work with team members to complete the work assigned and assist other senior officials of the company whenever needed
- Organized promotional activities like CMEs/ RTMs, symposium to build physician's knowledge of our products and to build rapport
- Planned and led quarterly training sessions to educate staff.

Education

Bachelor's in Computer Application & Management

Punjab Technical University

June 2004 to August 2007

Skills

- Communication Skills
- Customer Service and Assistance
- Exceptional Communicator
- Customer Relationship Management
- Client Relationship Management
- MS Office Proficiency
- Business Development
- Relationship Management
- Insurance Sales
- Insurance sales (Less than 1 year)

Certifications and Licenses

Fundamentals of Insurance

May 2023 to June 2024

General Insurance License 1

November 2023 to Present