

SUDHIR KUMAR SHUKLA

Cluster Manager | Banking & Insurance Professional

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1216/A Basant Vihar Colony, Nauvagarhi, Bahraich-271801, Uttar Pradesh

DOB: 08/07/1983 | Languages: English (Fluent), Hindi (Native)



PROFILE SUMMARY

Result-oriented Cluster Manager with 10+ years of experience across Banking and Insurance sectors. Proven expertise in Bancassurance, team leadership, revenue generation, and strategic banking partnerships with a strong track record of driving business growth through cross-selling, client retention, and channel management.

WORK EXPERIENCE

Care Health Insurance Ltd. | *UM → RM → SRM → ACM → Cluster Manager*

Sept 2019 – Apr 2025 | 5+ Yrs

- Progressed from Unit Manager to Cluster Manager over 5+ years, demonstrating consistent performance and leadership growth in the health insurance sector.
- Spearheaded banking tie-ups to expand market penetration; monitored KPIs and conducted training to ensure compliance and quality benchmarks.
- Consistently exceeded regional sales targets through effective pipeline management and cross-selling of health insurance products.

HDFC Bank Ltd. | *Sales Officer → Relationship Manager*

June 2016 – Aug 2019 | 3+ Yrs

- Advanced from Sales Officer to Relationship Manager, delivering results across multiple retail banking product verticals.
- Managed diverse portfolio of Kisan Gold Cards, Personal, Auto, Two-Wheeler Loans, and Insurance Products while driving customer acquisition.
- Handled debt recovery initiatives ensuring NPA reduction; consistently met monthly & quarterly targets with high customer satisfaction.

Shree Dev Wheels Pvt. Ltd. | *Rural Sales Executive*

Mar 2014 – Feb 2016 | 2 Yrs

- Managed end-to-end TATA Passenger Car sales across rural and semi-urban markets, building strong customer networks to drive conversions and referrals.
- Conducted product demonstrations and coordinated with finance teams for smooth loan processing and timely vehicle delivery.

EDUCATION

M.B.A. (Marketing & Finance)

International Management Center | Punjab Technical University | 2009

Bachelor of Science (Mathematics)

Aligarh Muslim University | 2007

CORE SKILLS

Banking Solutions	Team Management	Revenue Generation	Customer Acquisition	Client Retention
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