

Education

Insurance institute of India, Mumbai:

Licentiate (Currently pursuing Associateship, Credits- 230).

Institute of Chartered Financial Analysts of India, Hyderabad:

MBA (Insurance and Marketing/2003-05, GPA-7.28)

- Completed Corporate Sales project "Charting a route map to increase market share of Birla Sun life Insurance (group products), Bangalore. (April 2004 - July 2004).I created database of prospective clients- INR 400 cr premium & improved BSLI's sales conversion rate.
- Associate consultant with Cygnus business consulting & research, Hyderabad (2003- 2004) I contributed to monthly research/report for publication - chemical and petrochemical industry.
- Won 2nd prize in marketing game at All India level management meet, organised at TAPMI, Manipal.
- Directed a silent drama showcasing some amusing moments in a classroom.

Institute of Engineering and Technology, Bareilly, (U.P.):

B. Tech (Chemical Engineering /1999-2003, DGPA- 8.08)

- Completed study project on "Processing and refining of crude oil in different units" at IOCL Panipat. (May 2002 - June 2002)
- Delivered seminar on "Non-Conventional Sources of Fuel that can be used in automobiles".
- Worked as an organiser for 2 Girls hostel annual meets and 1 fresher's party.
- Anchored at 4 events including a National Seminar on Physics.

Professional Experience

IFFCO TOKIO General Insurance Co. Ltd. -New Delhi (Dec 2007 - April 2015)

Senior Manager-Marketing (Corporate sales)

- Responsible for meeting top line and profitability of property, employee benefit, liability and speciality lines products.
- Demonstrated leadership, sales, risk evaluation, negotiation and claims management skills by winning 1st large (North India) Group Mediclaim media client.
- Introduced multi facet changes in 2 large 1st time policies and brought down their loss ratios by 30%
- Exceeded sales target by 60% in year 2012.

ICICI Lombard General Insurance Co. Ltd. -New Delhi (July 2005 -Dec 2007)

Relationship Manager-Corporate Solutions Group

- Responsible for business development, client management & retention of diverse clientele.
- Carried out risk inspections, product pricing, PR initiatives with CXO's and channel partners.
- Worked on 2 international Erection All Risk projects -Laos and Afghanistan- dealing with hydro project and transmission lines respectively.
- Insured India's largest hydro project-Alstom Subhansiri, 1st of its kind policy underwritten at ICICI Lombard.
- Exceeded sales target by 70% in year 2007.

Community service

- Associated with Sadhana Institute of mentally challenged (2014 - present) by visiting inmates and meeting to their personal care supplies.
- Mentored few housewives- friends to leverage their skill sets and to become financially self-sufficient.