

Profile Summary

A seasoned insurance leader with **40+ years of expertise** in sales, business development, and strategic operations. Proven ability to drive market expansion, lead high-performing teams, and execute impactful policy initiatives. Skilled in government liaison, large-scale operations, innovative business strategies and delivering training programs to enhance workforce capabilities and business growth.

Key Skills

- Leadership & People Management
- Training on Insurance Subjects, Global Markets, and Money Markets
- Sales & Business Development
- Bancassurance & Government Liaison
- Insurance Operations & Policy Implementation
- Group Schemes, Gratuity, and Superannuation Schemes
- Administrative Acumen – Underwriting, Claims, and Risk Management
- Strategic Negotiation & Stakeholder Management

Experience

Blue Crest Academy (2022-present)	
Faculty Member	<ul style="list-style-type: none">• Trained in Global Insurance, Money Markets, Financial Instruments, New Business Underwriting, Customer Relationship Management (CRM), and Business Insurance.• Conducted nationwide sales training as a Visiting Faculty, mentoring professionals across India on advanced sales strategies, insurance products, and market dynamics.
Life Insurance Corporation of India (LIC) (1986-2021; 35 years)	
Principal Sales Training Centre Gujarat (2021)	<ul style="list-style-type: none">• Led large-scale training initiatives, coaching 5,000+ field personnel on key aspects of Life Insurance, Business Insurance, Health Insurance, Group Schemes, and Customer Relationship Management (CRM).• Developed and delivered strategic training programs to enhance sales effectiveness, product knowledge, and customer engagement across diverse insurance verticals.
Senior Divisional Manager Gandhinagar, Gujarat (2018-2021)	<ul style="list-style-type: none">• Led and managed a vast network of 10,000 agents and 2,000 employees across 25 branches, driving operational efficiency and business growth.• Consistently achieved and exceeded LIC-set targets, ensuring sustained revenue and market expansion.• Negotiated and successfully implemented the Girl Child Scheme in collaboration with the Government of Gujarat, contributing to financial security initiatives.• Honored by the then Honorable Chief Minister of Gujarat, Shri Vijay Rupani, with a ceremonial cheque for the scheme’s successful execution
Senior Divisional Manager Jabalpur, Madhya Pradesh (2016-2018)	<ul style="list-style-type: none">• Led the largest LIC division in Madhya Pradesh, overseeing operations across 25 branches and driving strategic growth.• Consistently exceeded business targets for two consecutive years, ensuring sustained performance excellence.• Honored internationally by the LIC Chairman for outstanding leadership and exceptional business achievements.
Regional Manager - Bancassurance & Alternate Channel MadhyaPradesh and Chhattisgarh (2013-2016)	<ul style="list-style-type: none">• Forged strong partnerships with banks across Madhya Pradesh and Chhattisgarh, driving bancassurance business growth and expanding market reach.• Played a key role in implementing the Jan Dhan Scheme, collaborating with LIC and banking partners to enhance financial inclusion and insurance accessibility.

Marketing Manager Surat, Gujarat (2010-2013)	<ul style="list-style-type: none">Directed business development initiatives across South Gujarat, managing 21 branches from Vapi to Surat to drive market expansion and revenue growth.Enhanced insurance business performance, consistently exceeding targets by 125% through strategic sales planning and execution.
Chief Manager Nagpur, Maharashtra (2008-2010)	<ul style="list-style-type: none">Led and managed one of Nagpur’s largest branches, overseeing a 600-member sales force to drive business growth and customer acquisition.Surpassed business targets by 130%, ensuring exceptional performance across all key insurance parameters.
Manager - Sales Vadodara & Nadiad, Gujarat (2003-2007)	<ul style="list-style-type: none">Spearheaded sales operations across Vadodara, Bharuch, Narmada, Kheda, Anand, and Panchmahal districts, driving business growth and market penetration.Managed and expanded insurance business across 17 branches in each division over six years, ensuring consistent target achievement and operational excellence.
Manager - Pension and Group Scheme Vadodara (2000-2002)	<ul style="list-style-type: none">Successfully negotiated group gratuity and group superannuation policies with major corporations, including Alstom and Gujarat Electricity Board, securing large-scale business partnerships.Pioneered the introduction of Group Insurance at Amul Cooperative Society, expanding LIC’s corporate insurance portfolio and enhancing employee benefits.

Education

Degree/Examination	Board/University	%
Insurance Institute of India	Mumbai	Pass
M.Sc. Mathematics	Mumbai University	75%
B.Sc.	Mumbai University	64%

Languages Known

English, Hindi, Gujarati, Tami, Marathi, Malayalam

Rewards and Recognition

- Honored with a ceremonial cheque by the then **Honorable Chief Minister of Gujarat**, Shri Vijay Rupani, in 2021 for successful policy implementation.
- Awarded the **Chairman’s Honour** in 2017 for achieving all business targets.
- Recipient of the **Chairman’s Award** for leading the No.1 city performance across India for two consecutive years.
- Awarded the **Chairman’s Shield** for excellence in Pension and Group Business in 2000.
- Recognized with the **Chairman’s Award** for driving the highest growth in performance for the Vadodara Division.