

ADITYA SINHA

ICICI PRUDENTIAL LIFE INSURANCE

ABOUT ME

Result-oriented professional with good inter-personal skills and ability to develop business relations from scratch. Selected to lead pan India insurance relationship and sales development for entire sub-channel in ICICI Bank. Also, appointed youngest segment head in the system (selected to lead entire business quality segment in ICICI Bank life insurance worth over ₹ 490 crores)

EXPERIENCE

AGENCY BRANCH MANAGER – HYDERABAD

ICICI PRUDENTIAL LIFE INSURANCE LTD.

June 2024 - Current

- Achieved month-on-month targets for business & advisor recruitment
- Building new agency team from scratch with new front-line team at regional office in Hyderabad (Banjara hills branch)
- Involved in all aspects of insurance sale (recruitment of agents, lead generation, campaign driving, policy login, issuance & persistency)

SENIOR MANAGER – ICICI BANK STRATEGY & SALES – MUMBAI

ICICI PRUDENTIAL LIFE INSURANCE LTD.

September 2020 - June 2024

- In-charge of analyses and preparation of all channel presentations and communications for senior-management
- Responsible for planning of channel targets and analyses of performance trends for the channel at a micro-market level (~1800 FLs)
- Responsible for planning, co-ordination and end to end execution for all channel marketing and campaign requirements
- Piloted and single-handedly coordinated 'WhatsApp campaign' – An industry-first customer led lead generation campaign and generated 1000+ hot leads for our term insurance product within 3 months
- Led the entire Business Quality segment (Persistency, Claims & Mis-selling) for ICICI Bank channel
- Anchored financial awareness webinars for salary account corporate employees of our partner – ICICI Bank on a regular basis interacting directly with customers to improve product recall for all bank products
- Also led pan India Life insurance sales development for e-RM channel at ICICI Bank interacting with heads of our partner driving them to push for term insurance business in their centers.

CONTACT

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HYDERABAD
TELANGANA

EDUCATION

(2020) PGDM,

T.A. PAI MANAGEMENT INSTITUTE

- Winner, Consultant of the Year
 - Best Speaker, BNI Ahmedabad
 - Finalist, Markneeti Challenge
 - Runners up, Toast Masters
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SKILLS

- New business development
 - Strategy & Analysis
 - Presentation
 - Sales development
 - Campaign management
 - Stakeholder management
 - Marketing
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LANGUAGES

(READ/WRITE/SPEAK)

- English (R/W/S)
- Hindi (R/W/S)
- Telugu (R/W/S)