

## **NISHANT KISHORE,LIII**

**Permanent Address:** Fortune Empress, Handewadi, Pune 412308 MH

**Mobile** - +91 7507387450

**Email** – nishantkishore1989@gmail.com

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**Objectives:** Insurance Professional with more than 10 years of experience in Sales and Marketing, Business Development, Channel, Product Launches in the Insurance. A keen planner with proven abilities in devising strategies to augment business, streamline distribution networks for business excellence. Expertise in achieving revenue and business growth objectives in highly competitive environments..

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### **Work Experience:**

#### **Reliance General Insurance Co. Ltd**

**Present : Aug '23 – Present**

**Designation : Business Manager(Cluster Manager)**, Corporate SME(YES Bank)- **ROMG**

**Base Location : Pune, Maharashtra**

**Reporting Manager : CCM- Bancassurance**

- Generating the business for the company from the cluster of Bank allotted and Asset Channel defined targets, with a team of 11 SMs
- Work closely with the product and underwriting team to create unique offerings as per the current market trends to suit the channel partner's requirements, commercial line Business
- Help drive the P&L for Yes Bank-Bancassurance business to deliver topline (gross premium) targets on a monthly basis while keeping a healthy claims ratios and achieving profitability by converting loan book business into policies.
- Specify targets for team as per the channel partner's potential and capability and provide the requisite training and support in achieving the same
- Understand what the client's immediate and future financial requirements are and accordingly integrate this into the suggested plan.
- Achieving the set renewal premium collection targets by following up with the existing customers on a monthly basis.
- Support team members in delivering their responsibilities in business as usual by keeping them motivated, resolving their concerns/ challenges, if any and maintaining a positive team spirit

#### **ICICI Lombard General Insurance Co. Ltd**

**Present : Feb '23 – Aug '23**

**Designation : Senior Manager**, SME-Commercial Branch Banking (ICICI Bank)

**Base Location : Gaya, Bihar**

**Reporting Manager – DVP- Bancassurance**

#### **TATA AIG General Insurance Co. Ltd**

**Present : Jan. 2022 – Jan 2023**

**Designation : Circle Relationship Manager** –Commercial SME – AXIS- CBG

**Base Location : Pune City**

#### **Cholamandalam MS General Insurance Co. Ltd**

**Duration : June 2020 – Jan 2022**

**Designation : Senior Lead (Asst Manager)**, SME- Corporate Commercial- Partnership

**Location : Pune City – MH**

#### **HDFC Ergo General Insurance Co. Ltd**

**Duration : Aug 2019 – Dec 2019**

**Designation : Assistant Manager**, Branch Banking (SME)

**Location : Pune City**

**State Bank of India (SBI) General Insurance Co. Ltd**

Duration : **June 2014 to July 2019 (Pune, Maharashtra)**  
Designation : **Executive, SME- Commercial Lines**  
Location : **Pune City**  
Promotion : **One**

**Academic Background**

- Masters in Marketing Management, University of Pune
- Bachelors in Business Administration, Punjab Technical University
- Completed **III-Licentiate**
- Pursuing **III-Associateship**
- Pursuing **III-Certified Insurance Anti Fraud Professional**

**Certifications**

- **Licentiate**, Insurance Institute of India.
- **III Cleared Papers- General Insurance Underwriting, Health Insurance, Practice of General Insurance, Principal of Insurance**

**Community Involvement and Recognized Achievements**

- Got Awarded in Bachelors for Maximum Scoring
- Got Award for Best Class representative in Post-Graduation
- Got Award received from **Mr Pushan Mahapatra (MD & CEO)** for Over achievement in FY 18-19 (RACPC Level) **Pan India**
- Got **"Shabaash"** Badge, for Maximum Premium Sourcing in a Day/Circle (Chola Mandalam)

**Other Skills**

- Microsoft XP (Word, Excel: Pivot & VLOOKUP, Office, PowerPoint, Outlook, Access)

**Personal Competencies**

- Target (Sales number) focused.
- Strategic understanding of Corporate Sales and business domain.
- Understanding and Mapping of market.
- Strong Negotiation Skill
- Strong Business Acumen
- Versatility & Adaptability.
- Business Communication and Technology tools knowledge.

**DECLARATION**

I hereby, confirm that above furnish information is true and correct to the best of my knowledge and belief

Signature :

Date : 22/08/2024