

PRAKHAR KUMAR

DEVELOPMENT OFFICER AT LIFE INSURANCE CORPORATION OF INDIA

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SUMMARY

A professional with a handful experience of 5 years in Life insurance industry looking to enter the reinsurance sector brings valuable insights into risk assessment, underwriting and policy structuring. This transition involves expanding expertise in risk transfer, treaty and facultative reinsurance, and global dynamic. Leveraging my insurance background, can contribute to portfolio diversification, risk mitigation and strategic partnerships within the domain.

TECHNICAL SKILLS

Risk assessment and underwriting	Statistical analysis
Reinsurance treaties	Financial and capital management
Market and business knowledge	

PROFESSIONAL EXPERIENCE

Life Insurance Corporation of India **December 2019 - Present**

- At LIC, the role was to drive the company's growth and increasing its market share. The key development roles include:
- Recruitment of agents and training them as per LIC's standards. Providing them necessary knowledge about the products, policies and selling techniques.
- Promoting insurance products, achieving sales targets, customer relationship management, performance monitoring and reporting all the business activities.
- Team management and agent retention: Motivating agents to perform well and overcome challenges. Also, ensuring agents are satisfied with their roles, providing them recognitions where necessary to keep them motivated.
- Market expansion: Identifying new markets and expanding LIC's reach.

EDUCATION

IGNOU **Jan 2024 - Present**
Maters of Business Administration

- Presently pursuing Master of Business Administration in Financial Management at IGNOU.

IPEC, Ghaziabad **July 2014 - May 2018**
Bachelor of Technology, Electrical Engineering

- Completed my Electrical Engineering with excellent analytical skills.
- Completed training at Delhi Metro Railway Corporation with following PSI, OHE and SCADA.

ADDITIONAL INFORMATION

- Languages:** English, Hindi
- Certification and training:** Certified from Blue crest academy for General Management programme.
- Pursuing Licentiate from Insurance Institute of India.