

Prashant Mishra

Plot No # 176, First Floor, A Block, Sector 72,

Noida, UP, India

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Professional Summary:

Dynamic professional with extensive experience in insurance industry leadership roles, specializing in business development, channel sales, dealer management, and OEM tie-ups. Recognized for achieving outstanding performance in driving insurance penetration and renewal policies. Proven track record of organizing effective training programs and enhancing customer satisfaction through strategic initiatives.

Skills:

- Business Planning
- Channel Sales
- Customer Relationship Management
- OEM Tie-ups
- Business Strategy
- Vendor Management
- Customer Service

Professional Experience:**National Head, Hero Insurance Broking India Pvt. Ltd.**

November 2022 - Present

Led insurance business tie-ups with Hero Moto Corp. and non-Hero dealers, achieving 100% penetration in OEM sales.

Orchestrated incentive programs and training for channel partners to boost business conversion.

Facilitated smooth transition of incentives and cashless claims with insurance companies.

Organized dealer meets and workshops to optimize business outcomes and enhance customer satisfaction.

National Head, Toffee Insurance Pvt. Ltd.

June 2021 - October 2022

Managed OEM business for motor two-wheelers across India, driving insurance tie-ups and renewals.

Conducted extensive dealer onboarding and training across multiple states, enhancing business output.

Established cashless facilities through dealer tie-ups with insurance companies.

Regional Manager / Deputy Regional Manager / Area Manager, Hero Insurance Broking India Pvt. Ltd.

September 2009- May 2021

Managed dealer relationships and insurance tie-ups in various regions, achieving high sales penetration.

Implemented training programs and conducted regular dealer workshops for service improvement.

Relationship Manager, Bajaj Allianz General Insurance Company Ltd.

March 2007 - May 2008

Recruited and trained insurance agents, driving revenue growth through effective motivation and development strategies.

Managed business reviews and ensured smooth payouts and incentives transition.

Education:

PGDBM (Post Graduate Diploma in Business Management)

Masters School of Management, AICTE, 2007

Bachelor of Commerce (B.Com)

Kumaun University, Nainital, 2005

12th Grade

Hermann Gmeiner School, Bhimtal, CBSE, 2002

10th Grade

Hermann Gmeiner School, Faridabad, CBSE, 2000

Personal Details:

Date of Birth: 18th January, 1986

Father's Name: Dr. S. C. Mishra

Languages Known: Hindi and English
