

RATHEESH G.S

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Summary:

B. Com., with 16 years of experience in setting up and developing Marketing team, General Insurance and Life Insurance Agency, with proven track record like new Branches set up, Total South Kerala Region (Corporate Business) Management, Training activities, SM recruitment, Marketing activities, Insurance marketing, Intermediaries' recruitment, and Team Training & Development. Successfully handled duties and responsibilities in different levels including eleven years in managerial position. Acknowledged through numerous awards and recognitions for top performance throughout the career.

Career Objective:

'Gain exposure to do the best in my sphere of activities for my organization and to become a Leader'.

Specialities:

Business Development, Sales team Recruitment, Management and Training

Experience:

Senior Sales Manager: Star Health and Allied Insurance Co ltd
September 2011 – Till Date

Based at Trivandrum heading the sales of South Kerala.
Managing a group of managers and executives (Business Development Managers and Business Development Executives) for Health Insurance (retail and corporate).
A team of 10 on-roll sales managers reported to me from 2017 to 2021.
Extensive experience in Corporate as well as Retail insurance market.

Business Associative: Tata AIG Life Insurance.

April 2008 – June 2011(3 Years and 2 months)
Responsible for total sales target and renewals.
A champion in achieving targets.

LIC Agency: Life Insurance Corporation of India

June 2006 -April 2008 (1 year 10 months)

Responsible for selling various LIC policies to public.

Lot of experience gained through direct exposure to end customers.

Language Proficiency:

Malayalam – *read, write and speak.*

English – *read, write and speak.*

Skills & Expertise:

Communication

Marketing

Team Management

General, Health & Life Insurance

Education:

B Com.

Honors and Awards:

* Received Honor from CMO, Star Health and Allied Insurance Co Ltd.,
for the outstanding performer.

* Received Honor from Sr. VP, Star Health and Allied Insurance Co Ltd.,
for top performance.

Personal Profile:

Age & Date of Birth- 40 Yrs., 8 April 1983

Marital status –Married.

Religion - Hindu

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