

# Ravi Ojha

Male, 26 YRS

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## PROFESSIONAL SUMMARY

Experienced insurance professional with 5+ years in health and risk (GMC, GPA, GTL, etc.) insurance industry and broking. Strong domain knowledge and successful track record in managing relationships with customers, partners, and vendors. Expertise in MS Office tools for effective communication and data management. Analytical, problem-solving skills, and ability to work independently or in a team. Organized, self-disciplined, and proactive for efficient multitasking and project management in fast-paced environments.

## EDUCATION

MBA	2024-Pursuing	AMITY University
B.A VOC (Marketing)	2016-2019	Delhi University 65%
Class XII	2016	CBSE 92%

## EXPERIENCE

### Senior Specialist (Associate Consultant), Marsh McLennan ( Mercer )(January 2023 - Present)

- Helping global clients in strategizing the employee benefits in Health and Risk coverages (GMC, GPA, GTL, etc.) across the globe and implementing the strategy by connecting with the country representatives.
- Helping in resolution of the issues arising during implementation of the strategies and helping the local representative for smooth renewals of the benefits.
- Collaborating with the global client to enhance client retention by using the value generated through our consulting services.
- Conducting risk analysis for our global clients, which includes analyzing the numerous factors that can impact premium rates during the renewal process.
- Facilitating stewardship meetings, showcasing the overall annual revenue and substantial savings generated to global clients and stakeholders, along with the monthly business revenue.
- Collaborating with the global client to enhance client retention by leveraging the value generated through our consulting services.

### Senior Analyst, Aon Consulting (August 2019 - January 2023)

- Orchestrated remarketing process, meticulously curated bids, and conducted in-depth analysis of proposal documents from insurance companies. Facilitated identification and recommendation of optimal proposals to respective clients along with maintaining a comprehensive client database.
- Creation of annual financial reports sourced from RFPs, while reviewing premium invoices obtained from insurer companies. This firsthand support is dedicated to serving the onshore Broking team and Client Management Team, guaranteeing precision and alignment with client specifications.
- Facilitated comprehensive onboarding sessions for new hires, including interactive query discussions and training sessions.
- Documented process maps and workflows for APAC broking team, which was further utilized for newly joiner training.
- Apart from BAU, individually lead onboarding and training of multiple insurance providers.

## ACHIEVEMENTS

- Recognized with multiple 'Spotlight Award' at Mercer, acknowledging exceptional performance and contributions to the team.
  - Championed productivity enhancement program at Aon by mastering VBA and creating an automated tracker used to track daily status updates, significantly optimizing team efficiency.
  - Consistently honored with multiple awards at Aon for delivering exceptional performance characterized by unwavering commitment to quality and excellence.
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## SKILLS

- Comprehensive expertise in the Microsoft Office suite encompassing Outlook, Word, PowerPoint, and Excel.
  - Completed Power BI training to create global client presentations to showcase the annual performance.
  - Learned VBA programming, to design and implement an automated tool that significantly slashed time-consuming tasks for colleagues, streamlining processes and enhancing overall team efficiency.
  - Demonstrated mastery in time management, adeptly prioritizing tasks, and deadlines to maximize productivity and meet organizational objectives, team player.
  - Exemplary critical thinking skills, effectively analyzing complex situations to derive strategic solutions and make informed decisions, contributing to efficient problem-solving within teams.
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## HOBBIES

Photography

Gym

Cooking