

RESUME

B.Valarivan
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Objective:

To achieve an excellent position in a challenging and professionally rewarding organization that provides a continual improvement of my knowledge in all spheres.

Personal skills:

- Good verbal and written communication skills.
- Willingness to learn new technologies.
- Ability to work in a team.

Academic Chronicle:

- **DEGREE** : B.C.A
 University : Madras University

- **DIPLOMA** : Computer Technology
 Polytechnic : Meenakshi Krishnan Polytechnic
 Aggregate : First Class with Honor
 Month and Year of Completion: April 2001

- **HSC** : Sri Rama Krishna Mission Hr. Sec. School
 (south),
 Percentage : Incomplete
 Month and Year of Completion: March 1996

- **SSLC** : Sri Rama Krishna Mission Hr Sec School (south),
Percentage : 58%
Month and Year of Completion: April 1994.

Work Experience:

1. Vaitheswaran & Co (June 2001 to Apr 2003)

Field Executive

Responsible for:

- ❖ Identifying the customer standard of living.
- ❖ And the business or salaried confirming in the office Permits.
- ❖ Reporting to the office in the given Time.
- ❖ By this report of residential and official confirmation Citi Bank Credit card and loans are offered.

Achievements:-

- Fraud customers were founded by my conclusions and credit cards are saved.
- Achieved the performance by saving the bank from fraud customers

2. Icici Lombard General Insurance. (Apr 2003 to June 2005)

Executive Officer (Motor Dealer & Dsa)

Responsible for:

- ❖ Making tie up with Dealer & Dsa (eg: Vst, Concorde)
Booking policies on line and distributing to Dealers & Dsa
- ❖ Arranging Claim persons for the customers
- ❖ Provide them the total support to get the policies within 2 days
- ❖ Insurance Service Providing through Tele Calling also.
- ❖ Getting Clear Case history of cover note book and discrepancies cases and solving.

Achievements:-

- Achieved more than 1 Crore of Business every month with the team support.
- Handling the customers by there way and collecting the Premium.
- Getting spot cases by giving the quotes on the spot by manual calculation.

3. Pinnacle Financial Solutions (Sep 2005- April 2007)(Icici Bank Ltd)

Financial Executive

Responsible for:

- ❖ Identifying & Collecting Documents from the car Required Customers
- ❖ Visited clients explaining the rate of interest and the tenure in a genuine manner.
- ❖ Identifying the dealer executives and getting cases.
- ❖ Successful preparation of customer documents and logging as per bank norms.

Achievements:-

- Monthly more than 5 Lakh of business Logged and disbursed.
- A huge customer relationship base occurred in this moment.
- Achieving the target and more than that also.

4. Reliance General insurance (June 2007- May 2010)

Customer Support Officer(Motor Dealer , Dsa & Agents)

- ❖ Created new Dealer & Dsa as well as Agents.
- ❖ Handled all Dealer sales deals and as well as Building Construction Equipments.
- ❖ Associated with the finance company of magma fin corp and done the business
- ❖ Trained the agents on the various products of non motors.
- ❖ Successfully closed sales deals independently.
- ❖ Consolidated & Calculated Payout structure given to Dsa And Agency.

- ❖ Efficiently coordinated with the executives, customers, agencies and the management.

Achievements:-

- Achieving given targets of Individual & Team within the stipulated period
- At the time of joining started with a business of 2 lakhs grown up to the mark of 25 lakhs.
- Achieved all of the Incentives announced by the sales manager as well as national head. (issued a five hundred Rs land Mark voucher for achieving target.

5. Future Generali India Insurance Co Ltd (June 2010 to April 2012)

Executive (Motor Dealer & dsa & Agents) Joined as on roll staff.

- ❖ Created and maintained a good rappa with the old Dealers and DSA as well as agents and converted in to the company.
- ❖ Worked with the retention team and hike up the 50% of Renewals for my team.
- ❖ Making the Dsa & Agents in to Irda Agents
- ❖ Followed-up with old customers and rollover the cases to the Future Insurance.

Achievements:-

- *Achieving given targets within stipulated period consistent over the target on every Month.*
- *Making the first dealer as irda agent in my team.(sheriff motors)*
- *Up to date Renewal Conversion Up to the mark.*
- *Up to date no FIR filed for Cover note issues.*
- *Still working as team.*

- *More than 10 Irda agents created with an monthly business of 25k(thousand)*

6. Avenue Nissan(Srinivasa Cars Pvt Ltd)(From 1September 2012)

Joined as **Insurance Executive**

AT 2017 promoted AS INSURANCE INCHARGE in

Dhanalakshmi auto zone india pvt ltd (Lakshmi Groups)(To March 2018)

- **Issuing New insurance through the manufacturer portal .**
- **Doing Renewal and Rollover with my team.**
- **Attending customers and supporting in claim.**
- **Coordinating with claims team as well as insurance sales team**
To sort out the issues between claims team and Body shop team
Service.
- **Coordinating with finance team and arranging for the payouts.**

7 BAJAJ ALLIANZ GENERAL INSURANCE

- **Joined on DEC 3rd 2018**
- **VSO Channel**
- **Territory Manager**
- **Making Tie-up Dealer and Agents**
- **Making IRDA Codes**
- **Supporting in business**

Achievement:

Target achieved every month

NON motor policy 1.20 net premium DD collected
L W D : NOV 2019

8 RELIANCE GENERAL INSURANCE
ASSOCIATE SALES MANAGER
Joined Dec 2019
HANDLED DST TEAM
RESIGNED ON MARCH 2020

9 RELIANCE GENERAL INSURANCE CO LTD
ASSOCIATE SALES MANAGER (AGENCY)
JOINED DEC 2020
Relived on MAY 2023

10. Royal Sundaram General insurance
Territory sales manager Agency
Joined June 2023
Relived on OCTOBER 2023

11. Go Digit General insurance
Associate Manager Retail Agency
Joined October 2023

Personal Details

Name : **VALARIVAN.B**
Father's Name : **R.BALAKRISHNAN(LATE)**
Date of Birth : **14.03.1978**
Age : **41**
Sex : **Male**
Languages Known : **Tamil, English,**
Marital Status : **Married**

Declaration:

I hereby declare that the above furnished information 'save is true to the best of my Knowledge and belief.

Yours faithfully
(Valarivan.B)

Date: 21/12/2023

Place: Chennai.