**Chetan**

Email: [chetan.357227@2freemail.com](mailto:chetan.357227@2freemail.com)

***Summary:***

* Over 13+ years’ experience in the field of General Insurance and General Insurance Broking 

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* Was a part of the MCS (Multinational Client Services) practice and responsible for developing and retaining the overall Multinational business with a strong emphasis on Manufacturing, and Automotive ancillaries. 

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* Involved in risk advisory services to clients viz., risk mapping, portfolio & gap analysis, bespoke program design and executing transactions for large clients; as well as placement of complex risks in Indian insurance markets

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* Local Market New Business Development 

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* Corporate Risk Analysis 

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* Involved in developing Customer Relationship 

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* Coordination with Surveyor / TPA for large Claims 

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* Interaction and Support to the Global Brokers Associated with Assurax Global 

***Academic Details:***

* Appeared for Associateship Exam conducted by Insurance Institute Of India
* Master Of Commerce (Business Administration), University of Pune, 2006
* Post Graduate Diploma in Insurance Management Symbiosis Institute of Business Management, Pune, 2004
* Bachelor Of Commerce, University Of Pune, 2002
* Higher Secondary Certificate, Pune board, 1999
* Secondary School Certificate, Pune Board, 1997

***Employment Summary***

**Aon Global Insurance Brokers Pvt Ltd.** [***www.aon.com***](http://www.aon.com/)

Aon Global Insurance Brokers Pvt. Ltd. (Aon Global) is a joint venture between 'Global Insurance Services' and 'Aon Bv'. It is India's premier insurance, reinsurance brokerage, risk and Human Capital Consulting. Aon Global is headquartered in Mumbai. It combines international expertise and local knowledge to provide value added, professional, cutting edge risk management and insurance/reinsurance solutions to its clients.

***Manager:***

***August 2013 – till date***

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* Responsible for managing Insurance Portfolios of Large Corporate Clients

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* Responsible for business development for the center. Have to develop and then maintain new accounts and drive business through them.

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* Responsible for client acquisition as well as servicing, including liasioning with insurance companies for getting quotes as well as the preparation of submission sheet to the client, negotiation with concerned stakeholders to provide the best solution to the client.

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* Have been able to generate RFQ/business from more than 30 new accounts

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* Have been able to communicate Aon’s service proposal/value proposition to more than 100 new prospective clients 

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* Generated new business revenue of Rs 14 Lacs in 2014-15 and Rs 11 Lacs in 2015-16

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* + Majorly inclined to work in untapped accounts which are outside Pune which are locally serviced. Primarily focused on Non EB section like Liability, Marine and Trade Credit. 
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  + Involved in Insurance Consulting in Commercial and Corporate Risk Management with main focus on following lines of Business:

o Property & Business Interruption Insurance

o Engineering Insurance

o Marine Insurance

o Liability Insurance (Casualty, Professional and Financial Lines)

o Miscellaneous Insurance

* + 1. Employee Benefits (GMC, GPA & GTL, etc.)
  + Involved in Business Development & Cross Sell in Risk Managed Accounts
* 
*  Responsible for Local Market Planning- Profit Centre
  + Training the New Joiners and Handling a Team of Executives in New Business Acquisitions and CRM 

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**J B Boda Insurance Brokers Pvt. Ltd. *www.jbboda.net***

The J. B. BODA Group has 23 Offices in India and 4 subsidiary Companies overseas. The group is currently associated with over 300 companies in 75 countries in the world and has over 1000 personnel, including qualified and experienced insurance and reinsurance professionals, risk management professionals, average adjusters, chartered accountants, valuers, master mariners, naval architects, licensed surveyors and certified brokers on its pay roll.

***Deputy Manager – Direct Broking:***

***August 2009 – August 2013***

* Design and Implementation of Insurance Programs for Global Clients
* To implement new ideas for claims process improvement
* Retention of existing business and Renewal Management
* Offering specialized and customized insurance solutions / consulting services to the Global clients

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* Claims Management, Negotiations and Advisory
* Educate, Advise and Assist customers for claims settlement
* Key Account Management
* Management of Large Employee Benefit Insurance Portfolios
* Customer Relationship Management
* Business Development
* Presentation on various general insurance products at client places as a part of new business development
* Liaising with Insurance companies
* Road Shows and Awareness programs at client places
* Handling the Risk structuring and Risk placement for Pune Branch
* Handing the Business sourced by Global Brokers as well as involved in Client Servicing Renewals
* Involved in Risk gap analysis, portfolio Reviews Reports, Renewal strategy reports, Structuring the slips and placing the Risk at the best price and the optimum Cover as per the client’s requirements
* Involved in maintaining relationship with all the insurers in and around Pune and Mumbai region
* Handling all kinds of business requirements of Pune office including major Liability and RI proposals which are handled by different verticals
* Handling the Insurance Portfolio of all Large Corporates
* Experience of handling large corporate clients with the premium size in the range of 50 lacs to 2 crores and above
* Coordinating with the TPA / Surveyors for speedy settlement of claims
* 100% Business Retention

**India Insure Risk Management & Insurance Broking Services Pvt. Ltd.** [***www.indiainsure.com***](http://www.indiainsure.com/)

The company expertise ranges from handling large power projects to some of the largest liability deals, provide a comprehensive array of property, health, employee benefit, liability, reinsurance and risk management services.

***Sr. Executive – Client Servicing:***

***November 2006 - August 2009***

* Worked on some reputed Group as well as Non-Group Corporate client’s portfolio, reviewing of on-going insurance policies, ratings, coverage, etc.
* Studying and auditing the insurance portfolio of the clients, analyzing the insurance Policies, the adequacy of premium ratings, the coverage, the clauses, etc.

 Liasioning with Insurance Companies for claims settlement, Liasioning with Plant officials for

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addition/deletions in policy, Marine & Fire declarations on monthly basis and timely renewal of policies

* Updating clients about latest developments in Insurance Industry. Making them aware about the New Product Development
* Handling the Insurance Portfolio for major customers such as Fiat India Automobiles, ZS Associates, Yardi Software, Jabil Circuit, Zensar Technologies, RSB Group
* Experience of handling large corporate clients with the premium size in the range of 50 lacs to 1 crore and above
* Risk Analysis
* Coordinating with the TPA / Surveyors for speedy settlement of claims
* 100% Business Retention

**First Policy Insurance Advisors Private limited *www.firstpolicy.com***

First Policy has the pedigree of being one among the first batch of 11 broking companies in India. Professionally managed in all spheres, the firm is governed by a board and has a healthy mix of professionals from diverse fields, viz., insurance, finance, engineering and marketing.

***Executive - Customer Relations:***

***September 2004 – October 2006***

* Placement of new retail business with insurers.
* Taking care of renewals of retail business and corporate motor
* Handling small and medium scale enterprises
* Miscellaneous claims which basically includes:

o Health insurance, Personal accident and Workmen Compensation claims o

o Verifying and scrutinizing claim documents before sending it to insurer o

o Follow for additional claim documents if required by the insurer o

* 1. Follow up for the claim Cheques
* Carrying out helpdesk for corporate clients

***Date of Birth:*** 27thJune 1981

***Languages Known:*** English, Hindi, Marathi

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