**Deepa**

Deepa-391331@2freemail.com

**Admin Back Office / Insurance Coordinator**

I have a proven track record of developing new business and motivating team to consistently exceed targets, with 13 years of experience in leading Life Insurance companies.

I've recently shifted to Dubai after marriage from India. Till November, 2017 I was working with Future Generali, India and am now looking forward to pursue a challenging career and strive hard to acquire knowledge and achieve higher grounds in the ever growing city Dubai,UAE.

I have Expertise in the conceptual and all other aspects of developing and implementing training programs as well as content development of sales-driving collateral. Proven ability to drive record-high marketing campaign response rates and execute successful product launches.

**Skills**

|  |  |  |  |
| --- | --- | --- | --- |
| Marketing Strategies & Campaigns | | Development of Training Materials | |
|  | Corporate Communications |  | Sales Collateral & Support |
|  | Product Positioning & Branding |  | New Product Launch |

**Recent Awards**

**“March Glory 2016” ranked #1 Pan India.** *(MaxLife),*2016

**"Premier League award” ranked #1 in the Zone .** *(RLife),*2015

**“Achiever Club” ranking 4th PAN India.** *(TATAAIA ),*Oct 2013

**“2 Times ATLAS Winner” PAN India.** *(TATAAIA “best productive results after trainings”),*2011 & 12 **Achieved "DOOGNA CHANCE" award for Maximum. Apex Submission.** *(TATAAIA),*2010

**Professional Experience**

**Senior Training Manager,** 12/2016 to 11/2017 ***Job Responsibilities:***

Identifying and assessing future and current training needs

Drawing an overall or individualized training and development plan Deploying a wide variety of training methods

**MAXLIFE, Gujarat, IND**

**Circle Sr.Training Manager,** 11/2015 to 12/2016

***Job Responsibilities:***

Conduct induction programs for new joinees as axis bank.

Conduct induction programs for new RAs and CMs at MaxLifeInsurance

Skill sessions for bank employees as well as RAs of MaxLife to improve their persistency and activation Working on SP licensing and AML

**RELIANCE LIFE, Ahmedabad, IND**

**Sales Training Manager,** 11/2013 to 11/2015

***Job Responsibilities:***

Develop, implement and monitor training programs at 11 branches in the region. Conduct recruitment and team management sessions for CDAs.

Designing training courses and materials to meet the training needs of the company.

Consulting various departments and understanding their training needs and requirements. Support sales team to convert the business.

***Selected Accomplishments:***

One of the most innovative STM of the zone and also won the #1 spot of best trainer in the zone in FY 14-15. Also appreciated by "Zonal Head" for the initiation of monthly magazine of the zone.

**TATAAIA, Ahmedabad, IND**

**Cluster Training Manager,** 11/2009 to 10/2013

***Job Responsibilities:***

Conduct 50 hrs offline training for IRDA batches.

Conduct product and process training for new advisors. Conduct skill based sessions for leaders and managers. . Support sales team to convert the business.

**BAJAJ ALLIANZ LIFE INSURANCE**

**Senior Brach Training Manager,** 8/2007 to 11/2009

***Job Responsibilities***:

Conduct Refresher Training for New candidates.

Conduct Product and Process training for agents and employees. Take Induction Program for new sales managers.

***Selected Accomplishments:***

Promoted form Branch Training Manager to Senior Branch Training Manager.

**ICICI PRULIFE**

**Unit Manager,** 5/2006 to 8/2007

**Insurance Advisor,** 11/2004 to 5/2006

***Job Responsibilities:***

Recruitment of new advisors.

Training and Licensing for them

Business sourcing from the team.

**Technology**

**Software:** *Photoshop, MS Project, MS Office (Word, Access, Excel, PowerPoint)*

**Web/Multimedia:** *Flash*

**Education**

*Passed B.com from North Gujarat University 2002.*

*Licentiates from III and cleared Associate exam (with 2 papers). Passed 2 papers of LOMA.*

* **Portfolio & Reference on Request**

**Visa Status : Currently on Husband Visa**

