

Prashant Meghani.

B.Com, **Licentiate** by Insurance Institute Of India.

Core Expertise in **General Insurance** since **13** years

Presently Working as Area Sales manager at Trawell Tag Cover More.

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Career Objectives :-

I choose my work with Challenges, To do Innovative ,full Dedication, Relation Building, Unlimited Network & to Create Goodwill in Insurance Market.

Skill & Expertise :-

- General Insurance & Health Insurance Management including Sales, Recruitment, Product promotion, Brand Promotion, New Startup etc
- I had worked at Initial stage of Veritas Health Pro, Reliance Health Wise, Star Health Setup, Trawelltg Health Products.
- Familiar with Gujarat General Insurance Market & having Strong Hold.
- Knowing more than 1000 Agents in Insurance Industry at Gujarat.
- Profit Centre Management with Cost management Tactics.
- Team Management, Risk Management.
- Aware about All type of Operational, Accounting, Admin Function.
- Familiar with Major Software of Insurance Industry like NIOS, GENESYES, PREMIA, R Pass etc..
- Updated & Familiar with All GI & Health Insurance Products of the market.

Professional Experience:

Overall Experience in General Insurance Industry is 5 years & in Health Insurance is 8 years.

Area Sales manager – Gujarat at Trawell Tag |Cover More, Since March 2015 till date.

Job Profile :-

- ✓ Prime Task to Develop Brand Health First & do Business across Gujarat Market.
- ✓ Looking after four branches & Developing new areas across Gujarat for Branch Setup.
- ✓ Look out for all parameters like recruitment, Infrastructure development, Administration, Account, Grievances, Claim issue etc ..
- ✓ Set up of Branches, Sales Team at all major location in Gujarat.
- ✓ Currently I have Five Branches, 3 Branch manager, 9 Sales Executives, 3 Renewal Retention Executives, 5 Back Office Executives.
- ✓ To Increase Daily / Weekly & Monthly Growth rate for Fresh Sales, also to watch on Maximum renewal retention.
- ✓ Looking after Underwriting, Claim Controlling, Renewal Retention, Fresh Business Flow, Group Call etc..

Senior Branch Manager at Star Health Insurance since April 2012 till date – 2.6 years.

Job Profile :-

- ✓ First Responsibility to complete my Budget with Revenue v/s Out go pattern.
- ✓ In Addition I have to Looking after One More Branch & Two Micro Branch called SM Station.
- ✓ Recruitment of Sales manager who has to recruit Agents / Marketing Trainees.
- ✓ Set up Brokers, Corporate Agents & alternate Channels.
- ✓ Write now I have 25 Sales Managers, 5 Brokers, 3 Corporate & One Alternative Channel.
- ✓ Train them, Motivate them, Manage them to do more & more Fresh Premium.
- ✓ Look after Underwriting, Claim Controlling, Renewal Retention, Fresh Business Flow etc..
- ✓ Total Day to Day Operational & Administration, Accounting Activities etc..
- ✓ Hospital Empanelment, Grievance Management, Claim Scrutenaization etc.
- ✓ Locate & Tap New Area to set up New SM Station & Marketing force.

Branch Manager at Star Health Insurance from June 2009 To March 2012. – 2.09 years.

Job Profile :-

- ✓ Target cum Budget Completion is prime Task.
- ✓ Sales Manager Recruitment & help them to Create Agent Force is the Major area.
- ✓ Regular Training, Meeting, Reviewing their Daily Activity.
- ✓ Set Broker Chanel with regular Coordination & service support.
- ✓ Watch Daily Operation & Admin Activities of the Branch.
- ✓ Manage Admin Cost Controlling, Claim Controlling.
- ✓ Hospital Visit, New Business Channel Development etc..

Sales Manager at Star Health Insurance from March 2007 to May 2009 – 2.2 years.

Job Profile :-

- ✓ I have Joined this Company in Very Initial Stage so I had to do more Ground work.
- ✓ Recruitment of IRDA Agents by my Own Source by my Back ground only.
- ✓ Do Brand Awareness, Product Awareness by so many Activities.
- ✓ Keep Agents Activate by Regular Follow, Interact, Training etc...

CSO – Customer Support Officer in Reliance General Insurance – From Nov 2006 To February 2007, 0.4Yrs.

Job Profile :-

- ✓ I have also worked in Initial Stage of Product called Health Wise.
- ✓ Recruit / Enroll More & More IRDA Agents, Business Associates.
- ✓ Processing IRDA Licensing, Coordinate Exams, Training etc..
- ✓ I had Done Many Activities for Brand Promotion , Product Awareness with Team.
- ✓ I learned Ground Laval Marketing Tactics here like ..
- ✓ How to Target the Market, Segmentation of Market, Power of Number Game in Marketing etc.

Assistant Of Development Officer in PSU on Personal Pay (Off Roll) April 2003 To Oct 2006 (3.6yr)

Job Profile :-

- ✓ All type of After Sales Service to 400 Direct Customer, 9 Agents, 10 Big Corporate, 6 PSU Banks tapped by my DO.
- ✓ Coordinated, Supported to all Staff of PSU for Issuance of Policy.
- ✓ From Proposal Login, Scroll, Scrutinize, Underwrite, Receipting, Policy Printing, Stamping, Out word, Making 64VB, Report Generation etc..To follow all ground level procedure of Policy Issuance in PSU.
- ✓ Make 64VB, Processing Claim File, Verifying Commission Statement etc..
- ✓ Make Marine Endorsements with Encloses, Maintain Declaration Book.
- ✓ Pick up Premium from Banks, Finance Company, Corporate, Agents Office & Provide Policy.
- ✓ Maintain Premium Register, Claim Register, Outward Register, Pending Call Log etc...
- ✓ I am familiar with NIOS, GENESYES, PREMIA, R Pass like all major Software.

Honors, Awards & Recognition :-

- Certificate of Excellence for Achieving highest Total Retail Fresh business in 2013 – 2014 in Star Health & Allied Insu. Co. Ltd. By VP sir.
- Appreciation Certificate by VP for Annual Target Achievement in May 2011.
- Awarded by Shining Star for Top Performer of the Zone in 2010.
- Two Promotions in 5 year in Star Health.

Certification :-

- Licentiate by Insurance Institute Of India.
- MBA with Insurance & Marketing by NIM – Mumbai as Distance Learning.
- Post Graduate Diploma in International Trade by Bhavans, Ahmadabad (Part Time)

Personal information:

Date Of Birth	:	25 th February, 1982.
Marital Status	:	Married
Languages known	:	English, Hindi, Marathi & Gujarati.
Education	:	B.Com, MBA in Insurance & Marketing.
Computer Literacy	:	MS Office, Net Surfing etc..
Interesting Area	:	Reading, Meeting & Travelling, History, Geography.

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The Information & Context are mentioned here above is as per my best Knowledge as Updated on April, 2016.