

Ravi Nandwani

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Address: D2-1404, The Meadows, Adani Shantigram,
SG Highway, Ahmedabad-382421 (Gujarat)

Dear Sir/Madam,

Sub: To communicate important information that is not mentioned in CV

My name is Ravi Nandwani. I possess 5Yrs+ experience of Team Management in General Insurance Industry with hands on exposure to Motor Insurance, Health Insurance, Home Insurance, Commercial Insurance, Group Policies, Personal Accident Insurance & Travel Insurance through intermediaries like Motor Dealer, Broker, Bank etc. I have completed Associate Diploma from Insurance Institute of India (III) and currently possess 320 Credit Points.

I am currently looking for a job opportunity. Please find relevant information below:

Preferred Industry: General Insurance

Preferred Job Location: Ahmedabad & Gandhinagar

Existing Fixed CTC: 11.24 Lakhs per annum (Including Variable Bonus – 14.65 Lakhs)

Expected Fixed CTC: 16 Lakhs per annum

Reason for Salary Expectation:

1. MBA from Tier 1 Institute.
2. Associate of Insurance Institute of India

Notice Period: 3 Months

Looking forward for your kind revert. Thanks

Regards

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Career Objective

To excel in Insurance Industry leveraging my passion towards building network possessing strong persuasive skills in people orientation using innovative ideas with good communication skills through a continuous learning process.

Work Experience

HDFC Ergo GIC Ltd, Ahmedabad Senior Manager (Team Management) Aug'19 to Present

- Leading a team of 8 Sales Managers to drive business agenda of my organization.
- Responsible for sourcing all Lines of General Insurance Business through HDFC Bank.
- Handling 4 Clusters (55 Branches) of HDFC Bank and driving GI business.
- Training and Motivating HDFC Bank Branches to ensure business growth.
- Optimized productivity through efficient team management.

Royal Sundaram GIC, Ahmedabad Area Sales Manager (Team Management) Aug'17 to Aug'19

- Leading a team of two to drive business through MNC Bank Tie Up (Citi Bank).
- Responsible for Sourcing Retail and Corporate Insurance Business across Gujarat State.
- Providing Technical Training about the products and company's USP.
- Registered highest premium growth on Year-on-Year basis Pan-India during FY18-19.

ICICI Lombard GIC Ltd, Vadodara Sales Manager (Team Management) March'15 to Aug'17

- Leading a team of two to drive motor insurance business through dealers of Vadodara.
- Liaisoning with Channel Partners to ensure business growth.
- Ensuring profitable portfolios and sustainable growth.
- Activated various channels and generated many business pipelines.
- Increased Penetration of IL through effective Relationship building.

Technical Qualification

- **Associate of Insurance Institute of India (AIII):** 320 Credit Points

Educational Credentials

Attendance Period	Degree	Institution	University/Board	Major Field of Study	CGPA / Percentage
2013-2015	MBA	ICFAI Business School, Hyderabad	IFHE	Marketing	8.73/10 CGPA
2009-2013	B. Tech	SKIT, Jaipur	R.T.U	Computer Science	68.8%
2008-2009	HSC	St. Anselm's, Jaipur	CBSE	Science Maths	74.2%
2006-2007	SSC	S.J Public, Jaipur	CBSE	Maths, Science, S.St, Hindi, Eng.	74.4%

Software Proficiency

Operating Systems: Windows, Android, iOS, Linux, Unix

Softwares: MS Office, E-Mails & Web Browsers (Advanced)

Significant Achievements

- Cracked a deal to cross sell HDFC Ergo's Personal Accident Policies with vivo handsets being sold in offline stores across Gujarat.
- Awarded for highest premium collection of Royal Sundaram's Flagship product of Health Insurance PAN India during FY17-18
- Awarded by National Head of Royal Sundaram for bringing tremendous business growth in Gujarat Region for FY18-19
- Code Maroon (KAT Final) Highest Certification of ICICI Lombard cleared (2016)
- Nominated for 'Best Internship Award' at IBS Hyderabad (2014)
- Student Head of SKIT's Annual Fest Organizing Committee (2013)
- Head boy in St. Anselm's Pink City School (2007-2009)
- President of Technocrat Club, Jaipur (2011-2013)
- Received 'Best Student Award' at Farewell in SKIT (2013)
- Won 'Best Club Head' Award for Technocrat Club in SKIT (2013)

Personal Details

- Father's Name: Mr. Ashwani Kumar Nandwani
- Date of Birth: 8th October 1991
- Nationality: Indian
- Gender: Male
- Marital Status: Married
- Languages Known: English and Hindi
- Hobbies: Table Tennis and Swimming