

Shivakumar R

Senior health adviser



15 Years 0 Month



(+91)
9164657347



shivu29sss@gmail.com



Profile Summary

With over 15 years of experience in health insurance policy advisement, risk assessment, and client relationship management, I am a seasoned Senior Adviser. Adept at leading teams, navigating regulatory frameworks, and optimizing coverage options while ensuring compliance with healthcare regulations. My expertise lies in identifying cost-effective solutions and providing exceptional customer service. I aim to leverage my extensive industry knowledge and strong leadership abilities in a challenging senior adviser role.



Education

B.Com, 2012

Bangalore University



Work Experience

Aug 2022 - Present

Senior health adviser

Clinikk health hub

Schedule and coordinate appointments with clients for in-person consultations.

Conduct comprehensive product presentations and explain insurance offerings at client locations.

Perform follow-up calls and meetings to address client queries and provide additional information as needed.

Effectively present and compare insurance quotes to clients, persuading them towards suitable coverage options.

Skillfully negotiate and close insurance deals, ensuring client satisfaction and business success.

Facilitate doorstep service for claim processing, ensuring smooth and efficient resolution for clients.

Conduct product training sessions and field training for newly joined team members, ensuring a thorough understanding of offerings and sales techniques.



Key skills

- Expertise in health insurance policies regulations and industry trends.
- Proven track record in advising clients on health insurance plans tailored to their needs. Strong communication and interpersonal skills for effectively liaising with clients and colleagues.
- Analytical abilities to assess risks evaluate claims and recommend appropriate coverage. Leadership and team management skills especially if you've supervised other advisers or teams. Proficiency in relevant software and tools used in the health insurance industry. Dedication to continuing education and staying updated on changes in healthcare laws and policies.



Personal Information

City Bengaluru

Country INDIA



Languages

- English

- Kannada
- Hindi
- tamil

Provide support to team members facing challenges in closing deals by accompanying them to client meetings and offering guidance to successfully secure business."

Jan 2012 - Present

Health insurance senior advisor

Manpal Cigna health insurance

- Organized and managed appointments with potential clients, optimizing scheduling for in-person consultations.

- Conducted articulate and comprehensive product presentations at client premises, highlighting the benefits of various insurance offerings.

- Executed diligent follow-up calls and meetings to address client inquiries, delivering tailored solutions.

- Utilized persuasive techniques to effectively present and compare insurance quotes, guiding clients towards optimal coverage options.

- Negotiated and finalized insurance deals, prioritizing client satisfaction and achieving business objectives.

- Ensured timely resolution of claims processing, providing seamless doorstep service for enhanced client satisfaction.