



Deepa A Gangwani

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Senior Training Manager

- 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
- Corporate Communications
- Product Positioning & Branding
- Development of Training Materials
- Sales Collateral & Support
- 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

FUTURE GENERALI IND INSURANCE, Gujarat, IND

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.*

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- **Portfolio & Reference on Request**
 - **Visa Status : Currently on Husband Visa**