



## PERMANENT ADDRESS IN INDIA

### C. KIRAN KUMAR

Ragamalika Phase II

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## RESIDENCE OF ADDRESS IN UAE

Building No. C44 Flat no. 602

Shabiya 9, Musaffah.

Abu Dhabi

United Arab Emirates

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## OBJECTIVE

To accept a challenging position in a reputed organization which would bring out the best in me in any area where commitment, hard work and proven abilities lead to an assured growth and a rewarding career.

### Summary

- Experience across all classes of commercial lines businesses - Property, Liability, Engineering, Employee Benefits and Motor Insurance
- Performance-driven, insightful with a proven ability to achieve team goals in high-pressure environments
- Comprehensive knowledge and functional experience spanning 19 years in general insurance – business development support, relationship management and broking

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## PROFESSIONAL EXPERIENCE

Work Experience – July 29 2018 to till date

Abu Dhabi General Services PJSC, Trading as Musanada.

Designation: Senior Insurance Specialist – Project Control & Procurement Department.

- Handling Insurance Portfolio of multimillion turnover company, which includes the contract reviews/Tendering process/ and Claims Management /Policy administration.
- Implementation of a frame work agreement for Master Construction All Risk/Third Party Liability insurance for the construction contracts and Project Specific Professional Indemnity Insurance for Consultancy Contracts.
- Insurance recommendation at Board level.
- Product presentation to the higher management
- Technical assistance to all the department on insurance related queries
- Discussions with insurers on critical insurance issues/new opportunities
- Preparation of performance reports at Board level.

**Work Experience (June 2011 to July 10 2018)**

Al Futtaim Willis Company LLC (A JV between Al Futtaim Group, UAE and Willis, London. Willis is one of the third largest brokers in the World)

Designation: Deputy Branch Manager – Corporate Abu Dhabi Branch

- Guide the team in marketing & placing commercial insurance business (Property, Liability, and Engineering and Employee Benefits)
- Managing the branch operations.
- Handled major corporate clients worth more than AED 40 million premiums.
- Approaching the market on New Business opportunities/Cross selling/up-selling with success rate of - 100%
- Contract reviews
- Suggestion on improvement of operating procedure
- Meeting with team on Branch performance.
- Strictly adhere to compliance
- Technical assistance for Business Development team/Client servicing team.
- Achieving the individual target/ Branch targets
- Renewal retention -100%
- Credit control
- Advise to the client on loss prevention measures.
- Claim advisor to the clients.
- Created unique insurance plans specific to each client

**Oman Insurance Company P.S.C. Dubai, United Arab Emirates  
Since January 2008 to May 2011**

Senior Manager, Product Development – Bancassurance. Responsibilities

- Designing insurance products which suits best to them
- Business Supporting the relationship managers on the product related enquiries.
- Involved in constant analysis of product performance of various Portfolios
- Prepared the Product documents Operation process flow
- Regular meeting with clients to address their product related queries
- Handled Reinsurance support for Bancassurance
- Prepared quotations for all commercial lines
- Product analysis/comparison
- Preparing the MIS reports to the clients as well as the reinsurers.
- Market Study on product improvement
- Handling the department individually during the absence of Heads.

**Arabian International Marketing Company Limited  
(AIMCO) A member of Willis International Network, Al  
Khobar, Kingdom of Saudi Arabia March 2005 to  
December 2008 -Designation: Account Executive**

- Marketing of Risks- Preparation of Underwriting presentation for the various class of business(Commercial & Personal lines)
- Quote comparison/Recommendation.
- Preparation of Insurance Register and summary reports.
- Complete Claim management
- Preparing the MIS reports for our major clients.

**Royal Sundaram Alliance Insurance Company Limited,  
Southern Regional Office, Chennai  
(A Joint Venture of Royal & Sun Alliance, UK and Sundaram Finance Limited, Chennai, India)  
Corporate Marketing Team, Chennai - From July 2002 to March 2005**

### **Executive – Business Development**

- Quote preparation on all class of business
- Maintaining relationship with professional intermediaries and Corporate clients
- Handling customer queries and complaints
- Renewal follow-up and retention
- Doing Risk Inspection for small and medium sized clients.
- Preparing and submitting Business reports.
- Achievement of Business targets.
- Co-ordination with Technical and Claims Team

### **Academic Qualification**

- Two year intergraded Vocational study in insurance as per the curriculum of General Insurance Corporation, India and Central Board of Secondary Education comprising of Marine Insurance, Fire and Business Interruption, Engineering , Motor Insurance, Miscellaneous Insurance and Accounting principles and practices -1995
- Bachelor of Commerce – 1995 to 1998 (University of Madras)

### **Professional Qualification**

- Fellowship from Insurance Institute of India (FIII) – General Branch.
- Advanced Diploma Insurance ACII – Chartered Insurance Institute, London , United Kingdom
- Sr. Associate ANZII - Australia & New Zealand Insurance Institute.

### **Current Pursuit**

- Actively pursuing Chartered Property Casualty Underwriter – CPCU, Insurance Institute of United States of America.

**Strengths** – Hardworking/Team Player/Self-motivated/Product Knowledge/Strong Interpersonal and Communication Skills

### **Personal Details**

Date of Birth : 26-01-1978  
Marital Status : Married  
Languages Known : English, Tamil, and Telugu  
Passport No : T1930882 Visa Expiry date August 2022  
Other interest : Watching Sport and Listening Music  
Reference : Upon request