



AMIT KUMAR GUPTA

Deputy Manager, Operations & Marketing

PROFILE

Lead in Insurance Sales, Operations & Claims, skill set in Product development & Business acquisition, system compatibility & digital enablement for various products, Sales support by means of Business trackers & follow-up, regulatory compliance with respect to my function of work, PR and liaison with various business partners

CONTACT

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EDUCATION

MBA, Finance and Marketing

2007 - 2009

[MBA & PGDBM from IBMT, Bangalore acquiring 68% marks

Bachelor of Commerce

2001 - 2005

BCom Hons from South City College, Kolkata acquiring 50% marks

ICSE / ISC

1999/ 1999 - 2001

ICSE & ISC both from St. Thomas Boys School, Kolkata acquiring 65% & 67% respectively

WORK EXPERIENCE

Poonawalla Fincorp Ltd (erstwhile Magma Fincorp Ltd)

Nov, 2009 – Till Date, Pune

- Insurance Sales, Operations & Claim, Pan India
 - Revenue drive for cross sell/upsell
 - Responsible for early activation of FLS
 - Insurance data management & policy issuance
 - Monthly Goal Sheet for FLS
 - Follow-up, TAT maintenance, team handling
 - Claim settlement, review of repudiated cases, maintenance of TAT
 - Customer queries, escalation handling
 - MIS
- Products handled in:
 - General Insurance
 - Motor
 - Personal Accident & Critical Illness
 - Health Insurance
 - Hospicash / EMI benefit
 - Fire (Property Insurance)
 - Life Insurance
 - Credit Life Insurance
- Business acquisition and tie up, rate negotiation, finalization of SLA and SOPs
- Development of product, system compatibility & liaison with the
- IT team for UAT and sign off
- Regulatory compliance & business tagging for IRDA reporting

- Sales support, business follow-up & trackers, MIS and presentation
- Vendor management
- Product Training

Recent Achievements

2015-16

Certificate of Excellence for Employee of the Year

2020-21

Single handedly launch of Health business at Pan India during the lockdown period of Covid-19, training of entire Fleet on Street, system development & launch of business

Skill Set

Notable PR skill and pleasant disposition

Proficiency in Word, Excel, Power Point

MS Windows

Web technologies: HTML, DHTML

PERSONAL DETAIL

Date of Birth – 4th July,1984

Nationality - Indian

Marital Status – Married

Languages Known - English, Hindi, Bengali

Interests – Reading, Music

Father's Name - Late Mr. Ram Kumar Gupta

Mother's Name – Smt Raj Kumari Gupta, Housewife