

Curriculum Vitae

Venkatesh Ramaiah

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OBJECTIVE: To spearhead business transformation initiatives and drive organizational growth at the forefront of a dynamic team

PROFESSIONAL ABSTRACT: A proactive, results-driven, and process-oriented professional committed to continual improvement. Possesses strong knowledge in Account Management and Value-Added Services (VAS)

WORK EXPERIENCE:

Company Name: Policy Bazaar for Business - Manager - Placement – 2024 Nov to till date

Key Roles and Responsibilities:

- **Sales person:** Interact with sales person to understand their insurance needs.
 - **Negotiation:** Negotiate terms and premiums with insurance underwriters.
 - **Policy Placement:** Place insurance policies with appropriate carriers.
 - **Documentation:** Ensure accurate and timely policy documentation.
 - **Relationship Management:** Maintain strong relationships with insurance providers.
 - **Compliance:** Ensure adherence to regulatory requirements
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Company Name: Global Insurance Brokers Pvt Ltd - Assistant Manager – 2018 March to 2024 Nov

Key Roles and Responsibilities:

- **Client Consultation:** Assess client needs and provide personalized health and benefits insurance advice.
 - **Policy Analysis:** Compare and recommend optimal insurance policies.
 - **Vendor Negotiation:** Negotiate terms and premiums with insurance carriers.
 - **Claims Assistance:** Guide clients through filing and follow-up on claims.
 - **Program Management:** Design and administer employee benefits programs.
 - **Client Support:** Educate clients and provide ongoing support.
 - **Sales Development:** Acquire new clients and cross-sales to achieve sales targets.
 - **Compliance:** Ensure adherence to industry regulations and standards.
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Company Name: Medi Assist India TPA Pvt Ltd - Health and Benefits Insurance TPA – Sr. Executive 2017 Jan to 2018 March

Key Roles and Responsibilities:

- **Claims Processing:** Efficiently handle and process health and benefits insurance claims.
- **Client Support:** Provide exceptional support and assistance to clients.
- **Policy Administration:** Manage policy details, updates, and renewals.
- **Vendor Coordination:** Liaise with insurance carriers and healthcare providers.
- **Compliance:** Ensure adherence to regulatory standards and company policies.
- **Data Management:** Maintain accurate and up-to-date records of client interactions and claims.
- **Issue Resolution:** Address and resolve any client or claim-related issues promptly.
- **Reporting:** Generate and analyze reports for clients and internal stakeholders

Company Name: IIFL (India Infoline Group) Sales – Relationship Manager – 2016 Jan to 2017 Dec

Key Roles and Responsibilities:

- **Client Acquisition:** Identify and onboard new clients for demat accounts.
- **Sales Target Achievement:** Meet and exceed sales targets and quotas.
- **Client Relationship Management:** Maintain and nurture relationships with existing clients.
- **Product Promotion:** Promote demat account services and related financial products.
- **Market Research:** Conduct market research to identify new opportunities.
- **Customer Support:** Provide excellent customer service and support for account-related inquiries.
- **Documentation and Compliance:** Ensure accurate completion of client documentation and compliance with regulatory requirements.
- **Reporting:** Prepare and present sales reports and forecasts to management

Company Name: Share khan Sales - Relationship Manager – 2015 Jan to 2016 Dec

Key Roles and Responsibilities:

- **Client Acquisition:** Identify and onboard new clients for demat accounts.
- **Sales Target Achievement:** Meet and exceed sales targets and quotas.
- **Client Relationship Management:** Maintain and nurture relationships with existing clients.
- **Product Promotion:** Promote demat account services and related financial products.
- **Market Research:** Conduct market research to identify new opportunities.
- **Customer Support:** Provide excellent customer service and support for account-related inquiries.
- **Documentation and Compliance:** Ensure accurate completion of client documentation and compliance with regulatory requirements.
- **Reporting:** Prepare and present sales reports and forecasts to management

EDUCATIONAL QUALIFICATIONS

- ♦ Completed graduation from DR C.V Raman University, Bilaspur, and SLV Correspondence College, Bengaluru
- ♦ Completed II PUC (State Board) from BES College, Bengaluru.
- ♦ Completed 10th (State Board) from Loyola High School, in Bengaluru.

ADDITIONAL COURSES

- ♦ Insurance Brokers Certificate, Composite Broker (Insurance Information Institute) National Insurance Academy, Pune.

OTHER DETAILS:

Residence Address: # 348/1, 2nd Main, Kothanur Dinne, Near Shanimahatma Temple, JP Nagar 8th Phase, Bangalore, Karnataka – 560078

Date of Birth: 14/03/1992

Marital Status: Single

Languages Known: Kannada, English, Telugu, and Hindi

Declaration:

I hereby declare that all the information stated above is true and complete to the best of my knowledge and belief and nothing has been concealed/distorted.

Place:

(VENKATES RAMAIAH)