

RESUME

Personal Profile:

Name : Mr. Arun Narayan Misal
Address : Raskar Builders, Anup Apartment,
Flat No.12, Near Kinara Hotel,
Katraj, Pune-411046
Contact No. : 9326886005
Date of Birth : 8th of March 1967
Marital Status : Married
Gender : Male
Nationality : Indian

Educational Qualifications:

Exam	Board / University	Year of passing	Present	Class
S.S.C	PUNE BOARD	1983	48	IInd class
HSC	PUNE BOARD	1985	52	IInd Class
B.Com.	SHIVAJI UNIVARCITY,Kolhapur	1988	46	IInd Class
M.Com.	SHIVAJI UNIVARCITY, KOLHAPUR	1991	50	IInd Calls

Experience:

Sr.No.	Company	Year
1	The New India Assurance Co. Ltd. As a Development Officer(Marketing)	1992-2009
2	Safe Future Pvt. Ltd.-Broker(Life/Gen. Insurance) (Business Development Manager)	2011-2012
3	Ericson TPA Healthcare pvt. Ltd, Mumbai (Invesigation Officer)	Jan. 2013-Aug. 2015
4	MediAssist India Insurance TPA Br. Pune”(Investigation Officer/Team Lead).	August 2015 to till date

1. Language

Mother Tongue : Marathi
Other Language Known : English, Marathi, Hindi

Place :- Pune

Date :- 06.02.2019

Mr. Arun Narayan Misal

CV

Respected Sir/Madam,

My detail employment history mentioned bellow.

I am the ex-employee of "The New India Assurance Co. Ltd." Working as a 'Development Officer' (Marketing) since from July 1992 to Dec.2009.I have taken VRS in Dec. 2009. From 2011 to 2012 I have to worked with corporate agency "Safe Future Pvt. Ltd." of the life and General insurance in Kolhapur(Maharashtra) location as 'Business Development Manager' with the team of more than 50+ T.S.M./S.M./S.S.M. This corporate agency working for Reliance life, Tata AIG, Bajaj Allianz life, LIC of India and also for Reliance General Insurance. Since from January. 2013 to August 2015. Then, I have working for "Ericson Healthcare TPA Pvt. Ltd. Mumbai" as an 'Investigation Officer' for Kolhapur/Sangli/Satara /belgum location. I have investigated more than 1000 and above claims of mediclaim/Death and disability claims of P.A. /J.P.A for the organization and also working for mapping of the interested hospitals for networking for a tie-up with TPA in my location.

At present I am working for"Mediassist Insurance TPA Pvt. Ltd. Br. Pune" Since 31st of August 2015 to till date as a Team Lead/Investigation officer in grade A5.

In "The New India Assurance Co. Ltd". My job was Appointing the Agency force and trained to the New Agents. procuring New business from the market through agency force. The following type of work I have done for"The New India Assurance" and "Safe future Pvt Ltd". I have completed my targets in time for both organizations. The following type of responsibilities I have done in my services.

- 1.Appointments of agency force and preparing for training to the interested candidates for an agency as per norms of IRDA.
2. Advise and preparing for IRDA examination and providing study material to the applied candidates for an agency.
3. Procuring business from agency force from various pockets like renewals and new business from the Gramin Pat Sanstha, Co-operative Banks, National, malt National banks, Auto dealers, Finance company's, Industrial sectors and individual insurers. Providing supportive guidance and motivation to agency force for clients meet, and achieve the business targets and strong relation built with the present client as well as searching new valuable clients for new business.
4. Co-operate and assist to the claim departments for settle the pending claims of clients from my kit.
5. Arrange periodical training for new launches plans by the company to the agency force.
- 6.Routine reporting to B.M. and D.M. (daily/Weekly/Monthly/Quarterly/Yearly.
7. Attend the meets with Divisional office/Regional office and Follow the instructions by the

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higher authorities of the company time to time.

As a Role of current organization in Medi Assist Insurance TPA Pvt. Ltd. "Investigation Officer/Team Lead". I have handled the team of professional Investigators of mediclaims. My team work as a hospital visit/medicalim clients visits for caught the fraud claims and reporting to me. More than 15 investigators working my team at Pune location.

I will promises to your organization for increased business and the revenue through the Building a Team of High Performing Sales Managers

- *Ensuring recruitment of intermediaries through own team

Achieving Top Line and Bottom Line revenue targets for the channel

- *Achieving Line wise Budgets

- *Managing own set of large agents

- *Training and Handholding of agents to develop the portfolio

- *Designing local campaigns to improve productivity and aligning to organizational requirements

- *Conducting periodic structure meetings to assess development and plan the future course of action

- *Creating a win-win relationship with the agency within the territory

- *Orienting channel strategies and tactics towards activation of channels with higher margins and better customer retention.

My 20+ years of experience in general insurance as well as Medclaim TPA, I have continuously related with Gen. Insurance/Life Insurance/Health insurance in my services. I was support for the solving quires of the clients and procure new business as well as renewals through my agency force in my services. If you give me an opportunity to work with your organization, I will use my best knowledge and experience of General Insurance as well as Life Insurance for the organization.

Thanking you,

Mr. Arun Narayan Misal

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6th of February 2019