

RESUME

NAME : BALASUBRAMANIYAN K R

DOB: 20.08.1961

QUALIFICATION: M Sc (MATHEMATICS) FROM MUMBAI UNIVERSITY

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WORK EXPERIENCE: Retired from Life Insurance Corporation of India as Sr. Divisional Manager on August,2021.

Responsibilities held:

***Sr.Divisional Manager, Gandhinagar Division -2018-2021: Managing 10,000 Agents & 2000 employees as in charge of 25 Branches. Achieved Target set by LIC in all counts. Negotiated with Govt. of Gujarat for Girl Child Scheme & was successful in implementing the scheme and had the honour of receiving the cheque from then Honorable Chief Minister of Gujarat , Shri Vijay Rupani.**

***Sr. Divisional Manager, Jabalpur-2016-2018: Managed the biggest Division of Madhya Pradesh State of 25 branches for two years and achieved Target for both the years. As a token of appreciation & recognition, was sent abroad for Honoring at the hands of Chairman.**

***Regional Manager (Ban assurance/Alternate Channel), Central Zone, Bhopal-2013-2016:**

Liaison with all Bankers of Madhya Pradesh & Chattisgadh and had developed excellent rapport with them for getting Banc assurance business. Also ensured implementation of Jan Dhan Scheme in which LIC & Banks were partners.

***Marketing Manager, Surat Division 2010-2013: Fully developed the Business of South Gujarat, managed 21 Branches from Vapi to Surat and improved the insurance business & achieved Target.**

***Chief Manager, Nagpur-2008-2010: Managed one of the biggest Branch of Nagpur and ensured achievement of Target in all parameters.**

***Manager (Sales), Vadodara comprising of Vadodara,Bharuch & Narmada Districts & Manager (Sales) Nadiad comprising of Kheda, Anand & Panchmahal Districts: Worked in both Division for 6 years and developed the insurance business. (Both Vadodara & Nadiad had 17 Branches each)**