

Galaxy Jain

Manager

Contact

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Skills

Risk management

Very Good

MS Office

Excellent

Communications

Very Good

Problem resolution

Excellent

Process improvement

Very Good

Documentation

Very Good

Claims Management

Seeking a career to utilize my knowledge, personal skills to gain comprehensive understanding of a reputed organization so as to take responsibility and contribute significantly.

Work History

2021-01 -

Current

Manager

TATA AIG General Insurance, Bhopal, Madhya Pradesh

Responsible for Lead Commercial Lines business through Corporate Brokers and Individual Producers

- Responsible producing the quotes for the Marine, GPA, GMC & P&C risks
- Scrutinize proposals for adequate rating and ensuring underwriting compliance
- Renewal retention.
- Train and empanel producers & Brokers on sales strategies and processes to reduce process gaps.
- Responsible for maintaining business hygiene .
- Create and implemented new business opportunities by utilizing strategic networking strategies.
- Monitor Market conditions and competitor actions to adjust strategies & achieve goals
- Responsible for Customer service for the escalated cases of claims and policy servicing
- Collaborating cross-functionally with headquarters, regional and other teams nationally to maintain consistent message and experience.

2019-07 -

2021-01

Manager - Facultative Reinsurance

HDFC ERGO General Insurance Company Ltd.,

Mumbai, Maharashtra

- Placed Facultative Reinsurance on Liability businesses, identified & developed new Reinsurers ; responsible for end to end facultative transactions - from terms procurement to settlement of reinsurance premiums. Additionally responsible for global business, from INI Network.
- Maximise RI earnings & achieve company's profit goals through negotiating better commission terms from Facultative placements & ensuring timely claim recovery from Re insurers.

Good

Casualty & Speciality
Insurance

Very Good

Business Development

Good

Regulatory Compliance

Very Good

Reinsurance

Very Good

- Put together the renewal submissions for Proportional & non - proportional programs & negotiated renewal terms with Re insurers.
- Protection & enhancement of corporate image with regulators & Re insurers through timely submission of data and positive engagement and communication. Responsible for ensuring that the IRDA requirements are met.
- Interacts with internal stakeholders (Underwriting, Global team etc.) to discuss various risks that can be undertaken in compliance with regulatory requirements.

2018-04 -
2018-06

Intern

Health Insurance TPA Of India Ltd., Noida, Uttar Pradesh

Project Title: Project on Provider Network Management – To Identify Improvements in the process of Empanelment of Hospitals

Learning/Skills Developed -

- Created and managed Social Media pages for Health Insurance TPA of India limited to increase awareness among clients and Hospitals
- Understood the Empanelment process of Private Hospitals in the Network of Health Insurance, Benchmarking and Rate Negotiation Process of Hospitals.
- Formulated new suggestions to gain and increase the number of Hospitals in the Network of Health Insurance TPA of India Ltd.
- Created 9 Networks of Hospitals in Goa out of 20.

Education

2017-06 -
2019-04

PGDM: Insurance And Risk Management

Birla Institute of Management Technology - Noida
7.5 CGPA

2013-06 -
2016-07

Bachelor of Commerce : Economics

Barkatullah University - Bhopal

- Graduated with 70%

2012-04 -

HSC: Commerce

2013-04

Trinity Convent Senior Secondary School
Passed HSC with 94%

Additional Information

- AWARDS AND ACHIEVEMENTS , Recipient of an Rs.25000 Merit Scholarship from Birla Institute of Management Technology, Noida.
- District Topper in HSC - Securing Top position with 94%

Certifications

Information Technology Training (ICAI)