



Diwaker Arora

MANAGER

CONTACTS

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122001

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CAREER OBJECTIVE

Proactive manager with demonstrated leadership abilities, strategic planning expertise and problem-solving acumen. Assists senior managers with accomplishing demanding targets by encouraging staff and coordinating resources. Methodical and well-organized in optimizing coverage to meet operational demands.

JOB EXPERIENCE

Renew Buy Insurance Brokers Pvt. Ltd || June '22 - Present

- Relationship with insurance companies at various levels and working with them for Quote Generation, negotiation, and Claims. (EB)
- Responsible for strategy and planning to increase our product business.
- Business Development for all Insurance Product Line of business (Identification of Client, Appointment, Client Pitch, Provide timely & Competitive Quotes, proposal to client and deal closure)
- Responsible to ensure that targets are set with the team and the same is tracked.
- Corporate relationships - Structuring Insurance solutions for corporates
- Deep understanding of Insurance business and systems in house to suggest effective solutions.
- Presentation of Policy Coverages and risk factors to corporate and senior management

Policy Bazaar Insurance Brokers Pvt. Ltd. || Aug '21- May '22

- Maintained excellent client relationships by helping them with applications and recommending appropriate deals.
- Developed, implemented, and monitored new underwriting guidelines
- Assessed monthly reports to review client activity and identify opportunities.
- Launching handling new product API integration
- Modified processes and work procedures to facilitate smooth and efficient daily operations.
- Build excellent relations to ensure smooth execution of business technology projects.
- Take overall responsibility along with the business stakeholders for the implementation of the solutions approved in business solutions

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PROFICIENCY

Strategy Management



Analytical Skills



Business Development



Operation Management



Relationship Management



EDUCATION

Master's in business administration
(Regular), 2012

Punjab Technical University (Regular)
Patiala (Punjab)

JOB EXPERIENCE

Secure Now Insurance Brokers Pvt. Ltd || Aug '20 - Aug '21

- Actively manage the sales process: lead generation, Credentials pitch consultative, negotiations and closing.
- Coordinating with the marketing team for Lead generation through various channels
- Work with the affinity channel to work with exclusive insurance program for them.
- Assembling and developing analytical reports- revenue, claims, client and risk portfolio, risk exposure and portability
- Analyzing claims data from various sources and recommended cost management opportunities and development of internal claim control procedures

Droom Technologies Pvt Ltd || Nov'15 - March'20

- To achieve sales targets and to build excellent client and relationships for positioning of all products.
- Making alliance with partners so that the business grows effectively.
- Responsible in achieving monthly / quarterly/ Annual primary targets for the area of operation in terms of channel and distributors.
- Communicating and collaborating with the marketing, sales, and logistics departments to ensure that key clients' needs are met.
- Negotiating contracts with key clients and meeting established deadlines for the fulfillment of each client's long- term goals
- Ensure Interdepartmental coordination for smooth functioning.

Car Dekho || Jan'14 - Oct'15

- Looking for across PAN India sellers to acquire them to do business and giving them information about the product.
- To check the quality of Leads Renewals of the Subscriptions.
- Resolve issues relevant to project deliverables within the area of expertise.
- Bring information about the project back to the agency.
- Be Proactive and engaged during the workshops.

Sonata Finance Pvt. Ltd. || Sept '12 - Dec' 13

- Responsible for all account functions included the usage of funds.
- NBFC focuses on business related to loans and advances.
- Managing cashflow and fund flow
- Developing long term business plans based on these reports.