

Dr. MADHAVAN KRISHNAMACHARI

Risk Management & General Insurance Professional

Location :Chennai

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Proactive decision maker, seeking Opportunities **in Risk Management / Underwriting/Business Development** with a well-established and globally reputed organization in Insurance / Financial Services Sector



Skills

- Risk Management
- Team management
- Client Relationship development
- Business Development
- Organizational Development
- Process improvement



Work History

Mar 2016 - Principal Officer

Current

ALEGLON Insurance Broking Limited, Chennai, Tamilnadu

To handle the entire operations of the organization. To lead the team with respect to Risk Management Practice, Business Development, Customer Retention, Client Serving, Claims Management, Implementing Marketing Strategies for acquiring New Clients & Enhancing Sales Growth.

Jun 2014 - Senior Manager

Feb 2016

TVS Insurance Broking Limited, Chennai, Tamilnadu

Acquiring New Clients & Enhancing Sales Growth. Coordination with clients with respect to Claims, Guiding team to Executives towards achieving their targets, training programs for executives with respect to market & Products.

Jul 2013 - Business Development Manager-Commercial Lines

Jun 2014

Chola MS General Insurance Company Limited, Chennai, Tamilnadu

Promoting General Insurance Products such Standard Fire & Special Perils, Engineering Insurance (IAR, CAR,EAR etc) Liability Insurance, Group Health & Accident, Cyber Security Analysis and Insurance Solutions etc..Acquiring New Clients & Enhancing Sales Growth.

Feb 2007 -
Jun 2013

Associate Vice President-Business Strategy

ALEglON Insurance Broking Limited, Chennai, Tamilnadu

- Devised, deployed and monitored processes to boost long-term business success and increase profit levels
- Led business planning, developed market strategy.
- Leading a team of Field Executives in promoting General Insurance Products to several Corporate including Information Technology; Transmissions & Mobile Manufacturing Companies; Telecommunications; Industrial Manufacturing Companies and Real Estate Companies. Worked in Various NGO's,MFIs & Special Schools for Creating Awareness & promoting MICRO Insurance products.

Oct 2001 -
Jan 2007

Field Executive

Aventis Pharma Limited, Manipal, Karnataka

Visiting Medical professionals and delivered presentation on company's products. Conducted requisite market survey and CMEs for medical Professionals & Students. Researched market conditions and competitor profiles and instituted adjustments to remain competitive.



Education

August 2021- Doctorate in Management Studies(Specialization in Cybersecurity & Cyber Risk Insurance)from **IIBMS,MUMBAI**

Jun 1999 -
May 2001

MBA: Marketing & Corporate Finance

Vinayaka Mission,University Of Madras - Chennai

Jun 1996 -
Apr 1999

Bachelor of Science: Bio-Chemistry

SRM Arts & Science College – Chennai



Certifications

Professional Certificate in Strategic Management,Wharton Business School

Chartered Risk Analyst(CRA),Global Academy of Finance & Management(GAFM),USA

Management Liability Insurance Specialist(MLIS),International Risk Management Institute(IRMI),USA

Certified Risk & Internal Control Professional(CRICP),Association of Internal Control Practitioners,UK,London

Certified Risk & Compliance Management Professional in Insurance & Reinsurance(CRCMP(Re)I),International Association of Risk & Compliance Professional(IARCP),USA

Governance, Risk & Compliance Auditor(GRCA),The Open Ethics & Compliance Group(OCEG),USA

Certified Insurance Anti-Fraud Professional(CIAFP),Insurance Institute of India(III) & North American Training Group(NATG),Mumbai

Certified Cyber Risk Specialist(CCRS),International Cyber Threat Task Force(ICTTF) Ireland & International Compliance Association(ICA),UK



Affiliations

- * Fellow of Global Academy of Finance & Management(GAFM),USA
- * Professional Member of Association of Internal Control Practitioner(AICP)London,UK
- *Associate Member of Risk Management Association of India,(RMAI)
- *Member of The Open Compliance & Ethics Group(OCEG),USA
- *Member of International Risk Management Institute(IRMI),USA
- *Member of International Association of Risk-Compliance Professional,(IARCP),USA
- *Member of Enterprise Risk Management Academy(ERMA),ERMA Asia
- *Member of Certified Fraud Examiners(CFE),USA



Languages

Tamil & English



Additional Information

Date of Birth :19/06/1978