

P V SUBRAMANIAN

Email : subrapvenkat@yahoo.com

Phone: +91 98410 05415
+91 44 24314717

SUMMARY

Over **four decades of experience** covering all functions and managerial positions in life insurance(Individual), Group (Employee welfare) and Annuities/Pensions.

CURRENT ASSIGNMENTS

- **Consultant – Insurance; HCL Technologies Ltd(HCL BPO)**
- Also Part time **Consultant** and Resource person with :
 - Boston Consulting Group
 - Price Waterhouse Coopers(P) Ltd
 - AEC Business School-Insurance division
 - AEC Business School-CEO: Lean Sigma Academy
 - Visiting faculty in a number of Management schools

EXPERIENCE & EXPOSURE

- Over 43 years experience in the field of Insurance, particularly Life sector.
- Good knowledge of Insurance Processes and Regulations
- Wide exposure to Indian and International work and business cultures
- Experience in handling large and spread out work force
- Country wide network of insurance personnel

With HCL Technologies Ltd, Chennai: Consultant-Insurance. –Sept'07 till date

- Train and develop staff in gaining domain knowledge and Certifications
- Assist the BPO team in interpreting and solutioning Products and Processes.

Freelance Consultant- Nov'05 and Sept'07

- Assisting BCG, PWC Ltd and other Insurance BPOs as required.
- Also as visiting Faculty in Management Institutions.

With AMP SANMAR Life Insurance Co. (Now, Reliance) - August 2001 to November 2004

- Consultant on ALL life insurance matters; was a Member of the Top Management from the very initial days.
- Project Head with additional responsibility as Head-Processes.
- (Designing and documenting entire back office processes for almost all insurance functions)

- Head-Operations: Model Office Testing, Under-writing Selection of lives, Customer service and Claims.

With Life Insurance Corporation of India- March 1965 to July 2001

- Starting as a covenanted officer retired as Executive Director-Marketing (Sales) & International Operations.
- Hands on experience in all functional areas including in the Legal Dept.
- Twenty years of total experience as Head of Profit Centers at four different levels of the hierarchy.
- Served at various levels of the Organization (Structure) in both Line and Staff positions.
- Worked in different parts of the Country and Overseas.

HIGHLIGHTS

- Experience covers running an **existing life company** to setting up a **new one**.
- Wide exposure to both **monopolistic** and **competitive environments**.
- Hands on sales experience in direct selling, organizing, monitoring, supervising, controlling and guiding large work force.
- Four years as LIC's Chief Manager in FIJI; head of Profit center. (1985-1989)
- Advance training with FALIA in Tokyo, Japan. (June/July 1993)
- Head of the Indian delegation to Sri Lanka to a Seminar Of State Owned Insurance Companies of SAARC Nations. (Feb 1999)
- **Project head with M/S Booz Allen & Hamilton, reputed International consultants, on designing a "Strategic Transformation Plan" for LIC in the context of the opening up of the insurance sector. (May'98 to Feb'00)**
- Responsible for two LIC JVs – in Nepal and Mauritius. (2001)
- Attended many Seminars & Conferences in India and Overseas. Also short courses with National Insurance Academy, Pune; Management Development Institute, Gurgaon and IIM, Bangalore.
- Member on the Boards of Insurance Institute of India, Mumbai and National Insurance Academy, Pune (1998 to 2001)
- Nominee Director on the Boards of Calcutta Electric Supply Company (1995 to 2003) and PPN Power Generating Company, Chennai. (1998 to 2003).
- **Independently assisted HCL-BPO in a project ("Response for Proposal") relating to a life insurance company in USA- June-July'07.**

- Computer literate with hands-on experience in MS Office.
- Very proficient in English, Tamil, Malayalam and Hindi. Speak Kannada fluently; Can manage Oriya & Gujarati.
- **Willing to work full time , travel and re-locate.**

PERSONAL DETAILS

- Academic Achievements:
 - B.Sc. ; LLB.
 - Diploma from FALIA(Federation for Advancement for Life Insurance in Asia, Japan)
 - ALMI(LOMA:USA), pursuing Fellowship.
- Married – Wife is a Homemaker.
- Children
 - Son: 38 years-Senior Manager-HR with Oracle USA in Bangalore.
 - Daughter: 30 years, lives in USA.
- Keen sportsman, fit, maintains regular habits, teetotaler and non-smoker.
- Represented the college in Cricket and Hockey. Played Table Tennis at National Level and against Overseas teams.
- Was secretary of the Moot club in the Law College and represented the College at the University Level in inter-collegiate debates. Shortlisted by the Rotary Club of Bangalore for an USA exchange program in 1970.

REFERENCES

- Mr.S.V.Mony : Former Secretary General, Life Insurance Council.
Former Chairman, General Insurance Corporation of India.
Telephone: 91 44 24456168
- Mr.R.Narayanan : Former Chairman, Life Insurance Corporation of India
Telephone: 91 44 22451980