



भारतीय बीमा संस्थान
**INSURANCE
INSTITUTE OF
INDIA**

Seminar on

CAREER OPPORTUNITIES IN INSURANCE INDUSTRY

5th December 2024

10:00 am – 02:00 pm



Venue:



Plot No. C-46, G Block, Near Videsh Bhavan,
Bandra-Kurla Complex, Bandra (East),
Mumbai – 400 051.



www.insuranceinstituteofindia.com

INSURANCE INSTITUTE OF INDIA & COLLEGE OF INSURANCE

Insurance Institute of India (III) was formed in 1955 as a Federation of Insurance Institutes for the purpose of building academic and professional capacity for the insurance industry. The Indian Insurance Industry, SAARC countries and many other developing insurance markets recognize the Institute as a pioneer in insurance education, that addressing the causes of building and developing professionalism and responds to the academic needs of the industry. III certifications are internationally recognized. III works closely with the Insurance Regulatory and Development Authority of India (IRDAI) in conducting mandatory training and testing of insurance intermediaries.

III works in collaboration with prestigious bodies like the Institute of Global Insurance Education (IGIE), International Insurance Society (IIS), Insurance Development Forum (IDF), Chartered Insurance Institute (CII-UK), American Institute for Chartered Property Casualty Underwriters (AICPCU), Federation of State Insurance Organizations of SAARC Countries, Chambers of Commerce and Industry, Universities and other academic bodies.

College of Insurance (COI) – Mumbai, the training arm of III, founded in 1966, provides training in all technical and functional domains of Insurance. A large number of entities in India and abroad, including private and public sector insurers, brokers, surveyors, third party administrators, purchasers of insurance and others benefit from COI's classroom sessions, workshops, seminars, industry research and knowledge sharing activities. COI has another campus at Kolkata, catering to the academic needs of the Eastern and North Eastern Regions of India and those of the neighbouring countries.

COI/III collaborates with multiple Central Government and State Government agencies, academic institutions and other entities in India and abroad to improve their technical capabilities through training, research and consultancy assignments.

III SEMINAR

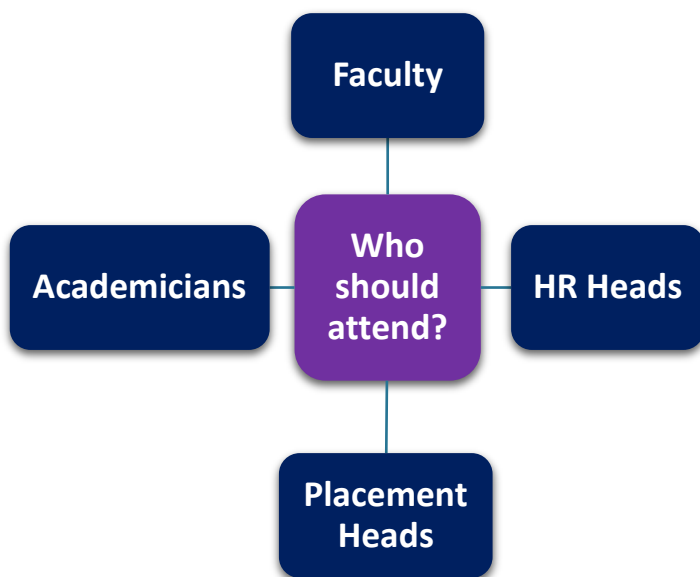
Insurance Institute of India organizes seminars on Insurance periodically to increase knowledge and awareness of general public and for positioning the Institute and the College of Insurance in the industry. The broad categories of seminars that we conduct are as follows:

- **Seminar Category I - Bonding by Professionalism (BBP)**
- **Seminar Category II - Look Deep (LD)**
- **Seminar Category III - Look Beyond (LB)**
- **Seminar Category IV - One-off Conferences (OOC)**

Seminar Category II - Look Deep (LD): This type of seminars will be conducted on a specific theme directly related to a specific area of insurance. This type of seminar is for all “those interested in insurance and related fields”. This will be for focus groups.

CONCEPT OF THE SEMINAR

III is conducting a seminar on **5th December 2024** on the topic "**Career Opportunities in Insurance Industry**" under the Seminar Category “Look Deep (LD)”.



The thought process behind the seminar is as follows:

The BFSI sector is evolving rapidly with digital transformation, regulatory changes, and shifting customer preferences. This ongoing evolution is expected to create new job roles and opportunities, making the BFSI sector an attractive career choice for many professionals. Within BFSI sector, Indian insurance industry has been experiencing significant growth and transformation in recent years, driven by regulatory changes, increased awareness, and the introduction of

technology. Insurance industry offers a wide range of career opportunities across various sectors. Each of these roles may require different educational backgrounds, certifications, and skills. The insurance industry is continuously evolving and understands the importance of the career advancement for efficient functioning.

As on March 2024, industry has 70 players including Life, General, Health and Reinsurance branches. Insurance industry has ~5 lakh employees working across verticals. With few more players in the offing, opportunities are going to be immense thus the need to create awareness about career in insurance industry. In conclusion, the Indian insurance industry is poised for growth, offering a variety of employment opportunities across different roles. With the right education and skills, professionals can find rewarding careers in this dynamic sector.

Objective of this seminar is to comprehend about opportunities in insurance industry and III is confident that the outcome of these deliberations are going to immensely benefit the industry in general and Human Resource Function in particular. This will go a long way in realizing the ultimate goal of “Insure India 2047”.

SEMINAR SPEAKERS



Mr. Prafulla Jaipuria
Secretary General
Insurance Institute of India

Mr P. Jaipuria took over charge as Secretary General, Insurance Institute of India, Mumbai on 11th November 2024. Mr Jaipuria joined LIC in September 1989 as a Direct Recruit AAO. He has worked in different assignments at Eastern Zone, East Central Zone, South Centre Zone, Northern Zone and Central office of LIC. He has to his credit decades of experience in marketing of both Life Insurance as well as Pension and Group Schemes in different capacities i.e. Branch Manager, Sr. Branch Manager, Chief Manager, Marketing Manager and Sr. Divisional Manager.

In addition to marketing, he has administrative and managerial experiences of working in other important departments like New Business, Information Technology, Estate and Office Services, Estate Management, Employees Relations – Discipline etc. Before taking over the present assignment, he was the Director, College of Insurance, Insurance Institute of India.

He has taken keen initiatives in the areas of Project Management, Resource Building, Customer Centricity, Agents' Activation and Optimisation. He believes in Creativity, Collaboration, Commitment and Culture.



Mr Asit Rath
Chief Executive Officer and Managing Director
Aviva India

Mr Asit Rath is the Chief Executive Officer and Managing Director at Aviva India. He possesses 22 years of versatile experience in the Banking and Insurance Industry across different verticals, such as Operations, Bancassurance Distribution, Digital Transformation and Brand Development.

He was among the top of the talent pool at ICICI Prudential Life Insurance from 2005 to 2019 and made his way up the ranks. Prior to Aviva, he served as the CEO of Prudential Myanmar for 3 years where he set up the first fully digital financial services company in Myanmar.



Prof. (Dr) Apoorva Palkar
Vice Chancellor
Maharashtra State Skills University

Dr Apoorva Palkar is the Founding Vice Chancellor of Maharashtra State Skills University (MSSU). She comes with academic experience of more than 28 years in Higher Education and has been an institution builder. She worked as Director Innovation, Incubation and Linkages at Savitribai Phule Pune University for four years prior to joining MSSU and has done pioneering work in the area of start-ups and entrepreneurship. She has been a part of Skills Education for over a decade and has spearheaded mass skilling initiatives in the past.

A strong believer of networks she has contributed immensely to collaborating with various Universities, organizations and Governments in her past tenures and 100 plus collaborations done in her last tenure. Innovator at heart she has worked on various projects leading to unconventional funding opportunities.

Education policy making has been an area of her interest and she has been a Part of State Higher Education Council- Maharashtra under RUSA, Member Skill Committee- Government of India, Convener Task- Force Globalization of Higher Education, Member AICTE, Member AIMA to name a few. She is the Past National President of Association of Indian Management Schools (AIMS) She has been on the boards of various international agencies like ACBSB (USA), EFMD (Europe) and worked closely with UNSECOSOC Council and UN Procurement Division.

She has lead projects with Indian Council for Cultural Relations (ICCR) New Delhi on Universalization of Indian traditional Knowledge system. She has led several consultancy projects with industry, governments, and municipal corporations. A faculty of Marketing Management and Entrepreneurship she has been teaching, training MBA students, conducted more than 100 executive development programs for industry and trained more than 1000+ students in entrepreneurship. Application based research has been her interest and nine students have been awarded PhD under her. She has authored 5 books in marketing management and written 50 research papers, trend reports, 100 plus articles in newspapers and 50 plus conference paper presentations. A graduate in mathematics, post-graduation in Business Management, Alumni of IIM-A she is the recipient of the prestigious Ravi J Mathai Fellow award and academic leadership award from Higher Education Forum (HEF).



Mr Sharad K. Sharma
Chief Human Resources & Ethics Officer
Pramerica Life Insurance Co. Ltd.

Mr Sharad K Sharma is the Chief Human Resources & Ethics Officer for Pramerica Life Insurance. With over 25 years plus of Domestic and International experience in across Banking & Financial Services, and Telecom & ITES, he held senior leadership roles in organizations like Vertex Group (UK), Max New York Life Insurance, Fidelity Investments, eFunds Corporation and Canon India.

Mr Sharad has expertise in Organisational Build Up, Global Stakeholder Management, Global & Matrix working, HR Digitisation, Organisational Transformation, M&A, Rewards Management and Leadership & Capability Development.

Mr Sharad holds a Bachelor's Degree in Industrial Relations & Personnel Management from University of Delhi, a PG Diploma in Industrial Relations & Personnel Management from Bhartiya Vidya Bhawan and PG Diploma in Training & Development from The Indian Society for Training & Development. He is also a Certified Organisation Development Practitioner from TISS, Mumbai and a Certified NLP Practitioner & Life Coach from Transformation Academy, Florida, USA.



Dr Anubhuti Singh
Assistant Professor
KES Shroff College of Arts and Commerce

Dr Anubhuti Singh is an assistant professor associated with KES Shroff College of Arts and Commerce, Mumbai, since 2007. She is the head of the department of Banking and Insurance since the last 8 years. She graduated in Home Science from Lady Irwin College, Delhi University and has been a gold medallist receiving the honours from the then Vice-President of India. She later completed her Bachelor degree in Education and then her masters in Computer Science and later Masters in Business Administration (MBA).

Her fields of interest are Organizational Behaviour, Consumer Behaviour, Education and Mental Health. She has nine research papers published in various journals to her credit on varied topics which include Computer usage among urban elderly, Efficacy of coaching classes in higher education, Voluntourism, Online Food Aggregators, Nutrition Awareness among college students, Work Life Balance among women during COVID, Role of family in mental health of a woman, Q-Commerce and Stereotypes in media. She has her doctoral thesis on the topic of Nutritional Information and Nutrition Claims on Pre-packaged Food: Consumer Awareness and Impact on Purchase Decisions.



Dr Shariq Nisar
Principal
Rizvi Institute of Management Studies and Research

Dr Shariq Nisar is a leading consultant and trainer in the fields of ethical investments and financial inclusion, with over 20 years of experience. He has made significant contributions to India's financial sector, providing expert consultation to prominent institutions such as the Bombay Stock Exchange (BSE), National Stock Exchange (NSE), Tata Asset Management, Taurus Asset Management, GIC Re, and the Government of Kerala, among others. A pioneer of innovative financial solutions, Dr Nisar has played a key role in launching the Shariah index, ethical investment schemes, Retakaful products, mutual insurance initiatives, and consumer financing solutions.

Dr Nisar holds a Ph.D. in Economics from Aligarh Muslim University (AMU) and maintains strong academic and professional ties both within India and internationally. From 2013 to 2014, he served as a Senior Visiting Fellow at Harvard Law School. In 2015, he founded India's first Centre for Alternative Finance at ITM Business School and was awarded Bharat Inclusion Fellowship by CIIE-Ahmedabad in 2020. Since 2017, he has also been an Adjunct Lecturer at the University of Luxembourg.

Widely published, Dr Nisar has been invited to speak at prestigious institutions such as Harvard, the London School of Economics (LSE), SOAS, Tufts University, and Oxford, among others. He currently serves as the head of Rizvi Institute of Management Studies and Research, Mumbai.



Ms Sareeta Bhatikar
Head- Human Resources
HDFC Life Insurance Co. Ltd.

Ms Sareeta Bhatikar is an HR leader with diverse work experience, within and outside India. She is currently working with HDFC Life as a Head- Human Resources. A veteran HR professional, Ms Sareeta Bhatikar comes with around 22 years of rich experience across various HR functions including Business Partnering, Organizational Development, Diversity, HR Operations, Performance Management, Compensation, Transformation and Change.

Prior to joining HDFC Life, she has been associated with reputable organizations like Cipla, Vodafone, Maersk Line, Unilever, Larsen and Toubro Infotech. Ms Sareeta has also done a short stint with the Chevron Corporation in California, USA.

Ms Sareeta has an impressive educational background. She is a graduate in commerce and has also done her MBA and LLB. As a part of her volunteering efforts, she has been associated for around 5 years as a visiting faculty with Welingkar Institute of Management and is also on the HR centre of expertise panel for the TISS School of vocational education.

A learner at heart who believes learning is a continuous journey towards excellence, Ms Sareeta has also completed a diploma course in Comparative Mythology from the Mumbai University.

Ms Sareeta is also an avid reader and enjoys to write. She has her own blog where she pens down her thoughts on various HR and Business topics regularly despite her busy schedule. Ms Sareeta loves travelling and is a food lover who does not miss on trying out the special cuisines at every place she travels.

A proud wife and mother of two teenage twins, Ms Sareeta loves collaborating and networking with people from all walks of life, professionally and personally and learn from their experiences.



Prof. Jossy Peter
Insurance Coordinator
Christ University

Prof. Jossy Peter is a Bangalore based life Insurance professional, motivational trainer, TedX speaker impacting lives through Insurance and Public Speaking. He is the founder of Cross over training academy, Insurance Coordinator (Department of professional studies) Christ University Bangalore, Ghaziabad campuses and Adjunct faculty with CHRIST (Deemed to Be University) Bangalore. He is a rank holder in principles and practice of Insurance from LIMRA, Dubai.

He was the outstanding delegate in advanced selling techniques from Middle-east industrial research council. A Fellow of Insurance Institute of India and a proud alumnus of Christ College, Bangalore. With insurance as his domain expertise and marketing experience of 2 decades with LIC of India, he has presented Research papers in Life and Nonlife Insurance in International Conferences besides presentations on HLV concept in various forums and passionately conducted more than 500 power packed seminars and workshops for more than 45000 participants, consisting of employees of the insurance sector, corporate world, students at school, colleges, universities, and business schools. He is a specialist in conducting icebreaking sessions, group dynamics, communication skills, soft skills, and personality development with personalized modules in NLP. He is known for his creative and practical conceptualization of dynamic sessions in FDP and career development programs across India.

His passion and hobbies include creative writing, poetry, networking, organizing events with a touch of innovation and ideation for solutions to socially sensitive issues affecting individuals, society, and the government, he is a powerful orator and a sought-after key note speaker, moderator, master of ceremonies for the private, public and government programs and won many awards and recognitions.

As a passionate Christite he has attended international conferences on behalf of the University, besides pioneering various landmark initiatives at national and international levels in insurance to keep the flag flying for his Alma Mater. Launched national level campaign titled Groom young India campaign, connecting rural India through Insurance. He is now on a mission to champion the cause ILP, insurance literacy program for India through the students of Christ University to support the government's goal of "Insurance for all by 2047". His motto in life- "If you have decided to do something in life, put your life into it."



Mr Subash Chandra Pattanayak
Faculty (Life Insurance)
College of Insurance

Mr Pattanayak, joined Insurance Institute of India, Mumbai as a Faculty (Life Insurance) in the College of Insurance, Insurance Institute of India on 1st September, 2023 after his superannuation from LIC of India in the scale of Executive Director on 31st July 2023. Mr Pattanayak started his career in LIC of India as a Direct recruit Assistant Administrative Officer (AAO) in the year 1990 and carries a vast and rich experience of 33 years of various positions in LIC of India. He has overseen leadership assignments involving business development, profitability improvement, ensuring compliance and risk management, close interface with Independent Board on regulatory and governance matters.

Prior to his present assignment at III , he has held several important positions in LIC of India such as CEO & MD LIC (Sri Lanka), CEO & MD LIC (Nepal), Senior Divisional Manager (In-charge) of 2 premier divisions Pune 2 & Kolkata Metropolitan Divisional Office 1, Chief Administrator & Faculty, National Insurance Academy, Pune. He has undergone training on "Life Insurance Business Leading Towards Sustainable Profitability" from IIM, Bangalore, "Business Leadership" from Indian School of Business, Hyderabad (ISB, Hyderabad, India)," Case Writing Workshop" from The Case Centre, UK and Direct Trainer Skills Programme (DOPT, GOI).

Mr Pattanayak was a part and parcel of Research Paper on the subject of "A Perception of the Middle and High-Income Millennials about the Need for Pension and their Retirement Preparedness" in National Insurance Academy, Pune. He was conferred with "Awards of Excellence in Insurance" from Top Management Consortium, Pune in 2013-14.

Mr Pattanayak holds a Bachelor's Degree in Agriculture from College of Agriculture, Odisha University of Agriculture & Technology. He is also a Fellow member of Insurance Institute of India (FIII).



Dr Sanjay Tupe
Faculty – Economics
College of Insurance

Dr Sanjay N. Tupe, presently working as faculty in Economics at College of Insurance (Insurance Institute of India) Bandra-Kurla Complex, Mumbai. Earlier, he worked as Professor, and Head of Dept. of Banking and Finance at B.Y.K. College of Commerce, Nashik. He discharged responsibility as in charge principal at RNC Arts, JDB Commerce, and NSC Science College, Nasik Road for one year. Also worked as Member on Board studies in Banking and Finance and Business Economics at S.P.P.U., Pune and Kaviyatri Bahinabai Chaudhari (North Maharashtra) University, Jalgoan. He did master degree in Entire Economics from Pune University, earned M. Phil from Amravati University and LL.B. from Pune University. He is university first ranker (Pune University) in Post Graduate Diploma in Capital Market Management.

He also obtained PhD (Economics and Finance) from Indian Institute of Technology Powai, Mumbai, in August 2009, He is Post Doctorate Fellow in Economics of OUCIP, Osmania University, Hyderabad (Funded by American Consulate). Visited Germany and Netherland for research paper presentation in the International conference. He is research guide of S.P.P. University, 6 students obtained Ph.D. under his supervision in the discipline of Banking, Economics and Finance. 2 students are pursuing Ph.D. under his supervision. Completed one minor research project entitled as Role of New Economy Firms in India funded by S.P.P. University, Pune.

He published more than 50 research papers in refereed journals, out that 11 research papers are figured out in Scopus/ U.G.C. Care list. He authored 4 text books for graduate and post graduate students and 1 reference book published by international Publisher, Germany. He has been working as reviewer for international journals. He wrote regular weekly column in leading Marathi newspaper Maharashtra Times and Punynigari for three years.

He is life member of academic bodies: The All India Marathi Arthashastra Parishad Mumbai, Indian Economic Association, The Indian Econometric Society, Input-output Research Association of India and Think line.



Dr Ramesh Kumar Satuluri
Assistant Professor - Research & Life
College of Insurance

Dr Ramesh Kumar Satuluri joined College of Insurance (Insurance Institute of India) as Faculty-Research on 5th October 2023. Prior to this, he was working with HDFC Life Insurance as Zonal Training Manager & National Training Manager (Learning & Development) for 14 yrs. He was heading Variable Channel and Direct Channel as National Training Manager during his stint with HDFC Life. His earlier stint includes working with ICICI Securities and TATA AIA Life as Regional Product Manager and Regional Training Manager respectively. He has spent considerable time with NIIT limited as Faculty.

Dr Ramesh Kumar Satuluri is a Commerce Graduate and a Law Graduate. He attended Executive Development Program from Indian Institute of Management, Bangalore. He completed his MBA, MCOM, MPHIL and PHD in Finance. On professional front, he is a FIII (Insurance Institute of India), ALMI (Life Office Management Association), Certified Financial Planner (FPSB), Master Financial Advisor (LIMRA), Certified Trainer (Kinder Brothers International), Certified MF Distributor (AMFI) and completed GNIIT (NIIT).

Dr Ramesh Kumar Satuluri was awarded PHD on "Factors influencing profitability of Life Insurance Companies in India". He has contributed many articles in peer reviewed journals/UGC Care/Financial Planning Journals. He has presented papers in various seminars on his area of study.



Master of the event



Ms Deepali Parab
Administrative Officer
Insurance Institute of India

Ms Deepali Parab joined Insurance Institute of India in the year 2007. She had done M.B.A in finance and completed her graduation from Mumbai University. She also completed Diploma in Business Management from Welinkar's Institute of Management Studies.

She is working in III for the last 17 years and currently holding the position of Administrative Officer in Content Development Department. Prior to the current assignment, she was working in Accounts and Professional Examination Department of III.



Ms Manisha Shinde
Administrative Officer
Insurance Institute of India

Ms Manisha Shinde joined Insurance Institute of India in the year 2005. She has done Masters of Commerce from Mumbai University. She has work experience of 19 years with Insurance Institute of India and currently holding the position of Administrative officer in Content Development Department since 2023.



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SCHEDULE OF THE DAY

Time	Session and Speaker Details
09:00 am - 10:00 am	Registration-Meet and Greet over tea and snacks
10:00 am - 10:15 am	Inaugural Speech & Welcome Mr P. Jaipuria, Secretary General, III
10:15 am - 10:30 am	III Presentation Mr Subash Pattanayak, Faculty – Life, COI
10:30 am - 11:00 am	President & Keynote Speaker Address Mr Asit Rath, MD & CEO, Aviva India
11:00 am - 11:30 am	Chief Guest Address Prof. (Dr) Apoorva Palkar, Vice Chancellor, Maharashtra State Skills University
11:30 am - 11:45 am	Vote of Thanks Dr Sanjay Tupe, Faculty – Economics, COI
11:45 am - 12:00 noon	Tea Break
12:00 noon - 12:15 pm	Presentation on Career Opportunities in Insurance Industry Mr Sharad K. Sharma, CHRO, Pramerica Life Insurance Co. Ltd.
12:15 pm - 12:30 pm	Experience sharing on inclusion of Insurance Education in the curriculum Dr Anubhuthi Singh, HOD, KES Shroff College of Arts and Commerce
12:30 pm - 12:45 pm	Experience sharing on inclusion of Insurance Education in the curriculum Dr Shariq Nisar, Principal, Rizvi Institute of Management Studies & Research
12:45 pm - 01:00 pm	Presentation on Career Opportunities in Insurance Industry Ms Sareeta Bhatikar, Head- Human Resources, HDFC Life Insurance Co. Ltd.
01:00pm - 01:15pm	Experience sharing on Career Opportunities in collaboration with III Mr Jossy Peter, Insurance Coordinator, Christ University
01:15 pm - 01:30 pm	Q&A Session
01:30 pm - 01:45 pm	Concluding and Vote of Thanks Dr Ramesh Kumar Satuluri, Assistant Professor - Research & Life
01:45 pm - 02:00 pm	Felicitation Ceremony

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