

SUBBARAO MOHAN

SENIOR MANAGER



CONTACTS

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ABOUT ME

As a results-driven management executive, I offer extensive expertise in Strategic Planning, Sales, Business Development, and Operations/Administration. My proven ability to drive sales and marketing initiatives has consistently fueled organizational growth. I excel at developing strategic sales programs that surpass targets, even within budget constraints and tight deadlines, showcasing my adaptability under high-pressure conditions. My key skills include influencing thinking, building alliances, and fostering consensus, making me an indispensable leader in any business environment.

SKILLS

Team Integration

Strategic Communication

Adaptability

Go Getter

WORK EXPERIENCE

AGM- CRM-BD, M/S. Paramount Health Services & Insurance TPA Pvt. Ltd., Bangalore

Oct 2021

- Manage retail and direct business development activities, liaising with PSU Insurance Co. for TPA-related tasks.
- Oversee retail policy servicing and build networks with agents, conducting regular meetings to resolve concerns and influence service selection.
- Handle direct new client inception marketing and manage the second level escalation matrix of services.
- Directly manage new clients from inception via HDFC Ergo banca channel.
- Oversee various PSU liaisons including MIS report submissions (monthly/fortnightly/weekly), monthly meetings, presentations, audit meetings, and penalty negotiations.
- Conduct TPA fee realization follow-ups on a monthly basis.
- Independently manage business development activities with a premium volume of approximately 10 to 15 CR.

Corporate Sales In Charge, M/S. Future Generali India Insurance Co. Ltd, Bangalore

Jan 2013 - Oct 2021

- Spearheaded 40 crore premium Karnataka State Mass Health Insurance Project (RSBY) independently.
- Managed tender bidding, vendor finalization, mass enrolment, hospital enrolment, claims management, and premium collection for 9 years.
- Liaised with government interior departments to ensure seamless project execution.

Operation Head, M/S. Eazy Search Infomediary Pvt. Ltd-Information call centre

Marketing Manager, M/s.V. R. Holdings (Raju Group) - Real Estate project

Divisional Managers, M/s. Info Network Management Co. Ltd Call Ezee-Domestic Information call Center

Branch Head, M/s.G. I.Group-Security & Facility Management

Divisional Manager, GETIT INFOMEDIARY PVT. LTD., -White/Yellow PAGES

Marketing Manager, GREEN COUNTRY GROUPS- FINANCIAL& Agri/Real estate INVESTMENT

Leadership

LANGUAGES

English

Kannada

Hindi

Telugu

Tamil

PERSONAL
DETAILS

Date of birth
19 Oct 1964

Nationality
Indian

Marital status
Married

State Head, A.V.THOMAS GROUPS-MEDICAL DIAGNOSTIC-SURGICAL

EDUCATION

BSc, Bangalore University, Bangalore, Bangalore
1986
Chemistry, Botany, Zoology

Higher National Diploma, Bharathiya Vidya Bhavan, Bangalore, Bangalore
1987
Public Relations & Advertising & Marketing

MBA, Go Getter
Adaptability, Leadership