revathi.subramanian@example.com
+91 94XXX XXX12
Madurai, Tamil Nadu
linkedin.com/in/revathi-subramanian-example

Revathi Subramanian

Insurance Advisor (Life and Health)

PERSONAL STATEMENT

IRDAI-licensed insurance advisor with 8 years of experience selling and servicing life, health and term insurance to families, doctors and small business owners in southern Tamil Nadu. Manages 900+ active policies, maintains 13th-month persistency above 90% and builds most new business through referrals and community events.

CORE SKILLS

- Client relationships
- Referral generation
- Ethical selling
- Financial awareness talks
- Follow-up discipline

WORK EXPERIENCE

Senior Insurance Advisor, Agency Channel · Vaigai Life Insurance Co. Ltd, Madurai Apr 2021 – Present

- Sell 130 to 150 life, term and pension policies a year with annual first-year premium of about ₹1.3 crore.
- Maintain 13th-month persistency at 92% and 61st-month persistency at 78%, well above the branch average.
- Generate over 60% of new business from client referrals and financial awareness sessions for schools and traders' associations.
- Guide clients through claims, nominations and policy revivals, settling 18 death and maturity claims without escalation.

Health Insurance Sales Officer · Meenakshi General Insurance Ltd, Madurai Jun 2018 – Mar 2021

- Sold family floater and senior citizen health plans to 400+ households and 35 small employers.
- Explained exclusions, waiting periods and cashless network hospitals clearly, keeping free-look cancellations below 2%.
- Ranked among the top 3 sales officers in the region for 5 consecutive quarters.

EDUCATION

B.Com in Commerce · Thiagarajar Arts and Commerce College, Madurai 2015 – 2018
Grade: 68%

CERTIFICATIONS

IRDAI Life Insurance Agent Licence · IRDAI Mar 2021

Licentiate Examination · Insurance Institute of India Nov 2022

SKILLS

- Life insurance
- Needs analysis
- Policy servicing portals
- Health insurance
- Renewals and persistency
- MS Excel
- Term and pension plans
- Claims assistance

LANGUAGES

- Tamil · Native
- English · Professional

HOBBIES & INTERESTS

Carnatic music and organising community health camps

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