



# Dr. Rajeev Sengupta

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*New Academic Venture/ Innovative Solution Provider/ Proactive decision maker, targeting challenging assignments as Asst Professor – Marketing, Sales & Distribution and Select Areas of Financial Services & Customer Service Management with reputed institutes in Education Industry*

**More than 18 years of rich experience in BFSI Industry** possessing valuable insights, keen analysis and team approach to implement best practices, adept at working in high pressure environments with strict deadlines and multiple deliverables. Conviction & Ability to lead cross-functional project teams and integrate their efforts to maximize operational efficiency. Armed with strong analytical and problem solving skills. Superior communication and interpersonal abilities

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## **EDUCATIONAL CREDENTIALS**

**PhD**, KIIT University, Odisha, 2015 under the supervision of Dr. B.C.M Patnaik in KIIT University, Bhubaneswar & Prof Sisira Kanti Misra, Director, HDF School of Management, Bhubaneswar on topic **“Determinants of Bancassurance in India”**.

**FII** (Fellow of Insurance Institute of India), Mumbai, 2014

**MBA**, National Institute of Management Calcutta (now Army Institute of Management, Kolkata), Visvabharati, Santiniketan, 2000

**B.Sc (H) Physics**, Jadavpur University, Kolkata, 1998

### **Corporate Training**

- ✓ MDP -Accelerated Leadership Programme (ALP) at IIM, Ahmedabad, 2006.

## **PERSONAL DETAILS**

**Present Address:** BC7, Supriya Gardens, Nagras Road, Aundh, Pune-411007

**Permanent Address:** 14/5, L.N. Motilal Road, Kolkata -700061

**Date of birth:** 4<sup>th</sup> Jan'1976

**Languages Known:** Fluent in English, Hindi, Bengali

**INDUSTRY EXPOSURE & EXPERIENCE**

| S.No. | Name of the Company                 | Period           | Position Held                | Nature of Job  |
|-------|-------------------------------------|------------------|------------------------------|--|
| 1     | Start Union Dai-ichi Life Insurance | Jun'18-Till Date | Zonal Lead-West 2 (ROM & CG) | Operations & Customer Management.                        |
| 2     | Canara HSBC OBC Life Insurance      | Jan'15-Jun'18    | AVP & ZH -Sales              | Insurance Sales & Distribution Management through Banks. |
| 3     | Aviva Life Insurance                | Jul'02-Jan'15    | AVP-Bancassurance            | Insurance Sales & Distribution Management through Banks  |
| 4     | RR Financial Consultants            | Jul'01-Jun'02    | Manager-Retail               | Sales & Distribution of Financial Products               |
| 5     | Acumen Securities Ltd               | Jun'00-Jun'01    | Asst Manager                 | Business Development                                     |

**ANNEXURE A – Details of Conference, Workshops and Research Work done**

**Conferences & Workshop Attended (National)**

| Year | Theme of the Conference / Workshop                   | Organized By                       | Location     | Paper Presented                               |
|------|--|------------------------------------|--------------|---|
| 2013 | Global Financial Reincarnation Through Bancassurance | IIPM,Kansbahal                     | Rourkela     | Insurance Sector-Evolution of Bancassurance . |
| 2013 | Evolving Paradigms of Management Practices           | Heritage Business School           | Kolkata      | Bancassurance-Evolution in India & China      |
| 2013 | Research Methodology                                 | International Management Institute | Bhubaneshwar | N/A   |

### **Published 4 papers in National/International Journals**

#### **Publications in 2015**

- ✓ Sengupta R, Patnaik B.C.M & Misra S.K- ***Indian Insurance Industry-An Overview***, Published in International Journal in Commerce, IT & Social Science , Volume-2, Issue-08, August 2015, pp-93-103.
- ✓ Sengupta R, Misra S.K & Das S- ***Emergence of Bancassurance in India-A Literature Review***, Published in International Journal of Management & Social Science, Volume 03, Issue-08, August 2015, pp-480-486.
- ✓ Sengupta R, Misra S.K & Das S- ***Bancassurance Models-An Overview***, Published in International Research Journal of Commerce & Law, Volume 02, Issue-08, August 2015, pp-36-45.

#### **✓ Publications in 2013**

- ✓ Sengupta R, Patnaik B.C.M & Misra S.K- ***Bancassurance-Evolution in India & China***, Published in Journal of Management of Heritage Business School , Volume-5, No.-03, Dec 2013.

### **Referees**

1. Dr. B C M Patnaik, Professor (Finance Area), School of Management ,KIIT University, Odisha, email: bcmpatnaik@ksom.ac.in
2. Mr Rakesh Mahapatra, Director-Gram Tarang Financial Inclusion Services, Kolkata, email: rakeshvsnl@yahoo.co.in