

# PGDM Final Placements 2022-24



**Ready, raring,  
adapting, impacting...**



**NATIONAL  
INSURANCE  
ACADEMY**

# *Ready, raring, adapting, impacting*

***"Be ready, stay raring, and embrace  
the endless changes on the horizon.  
For it is in those moments of adaptation  
that we can truly make an impact."***

***- Anonymous***

Life is an unpredictable journey with unexpected twists and turns that demand us to adapt to changes constantly. In the face of challenges, it is our adaptability that helps us navigate the unknown. Being adaptable is a vital skill that enables us to grow and evolve, face unforeseen situations with courage and resilience, and discover opportunities in every scenario.

National Insurance Academy recognizes the significance of adaptability and its impact on the industry and the world in general. True success is not just personal achievement, but about making a positive difference in the lives of others and leaving a legacy that inspires future generations. The academy strives to instil in its students the values of readiness, enthusiasm, adaptability, and impacting, empowering them to face any challenge, adjust to change with ease, and leave a positive impact on the world around them.

The purpose of life is not the things we accumulate or achieve but the impact we make on the world and the people we encounter. National Insurance Academy aims to prepare its students to be the change they wish to see in the world and leave a legacy that inspires future cohorts to follow their lead.



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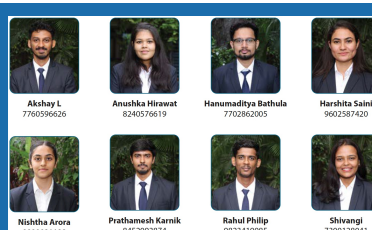
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## VISION STATEMENT

NIA to be a global institution of excellence in learning and research in Insurance, Pension, and allied areas.



## MISSION STATEMENT

1. To build capacities in the management of Insurance, Pension, and allied sectors.
2. To create a stream of young talent for the Insurance, Pension, and allied sectors.
3. To provide strategic approaches in the Management of Insurance, Pension, and allied sectors.
4. To undertake and create an ambience for policy research in Insurance, Pension, and allied sectors.
5. To promote learning: education and training in Insurance, Pension, and allied sectors.



## PROGRAMME EDUCATIONAL OBJECTIVES

1. Provide conceptual and practical knowledge in the field of management and insurance while upholding ethical practices.
2. Inculcate a logical and practical approach to problem solving in a rapidly changing environment in a social and global context.
3. Prepare for excellence with a sense of professionalism, integrity, and team spirit.



# About NIA

National Insurance Academy was established in 1980 by the public sector insurance companies viz. Life Insurance Corporation of India, General Insurance Corporation of India, The New India Assurance Company, National Insurance Company, United India Insurance Company, and The Oriental Insurance Company under the aegis of Ministry of Finance - Government of India on 16th December 1980 in Mumbai to be the institute of excellence in learning and research in Insurance, Pension, and allied areas. The Academy shifted to Pune on 4th June 1990 after establishing state-of-the-art facilities for learning and research.







National Insurance Academy (NIA) is an institution renowned for its rich cultural ambience and exceptional pedagogical approach. At NIA, we pride ourselves on nurturing young minds to become future leaders, equipped with the necessary knowledge and skills to navigate the complex and dynamic world of Insurance. Our faculty, comprising renowned experts and thought leaders in the field, bring a wealth of experience and knowledge to the table, and are committed to delivering top-notch education that blends theoretical concepts with practical applications. We encourage our faculty and students to engage in research and innovation that challenges existing paradigms and drives progress. We also have in-house publications like Bima Quest and Pravartak that offer a platform for sharing the views and ideas of research/theory / concepts.

The two-year full-time Post Graduate Diploma in Management (PGDM) with a focus on Insurance & Risk Management is approved by AICTE and accredited by NBA and has MBA equivalence by the Association of Indian Universities (AIU). NIA is ranked in the band of 100-125 among the top management institutes in the Government of India's Ministry of Education, National Institutional Ranking Framework (NIRF) 2023. As a renowned institution for insurance studies in India, NIA has established itself as a premier choice for those seeking a comprehensive education in this field.

NIA is committed to shaping the future of the insurance industry by empowering individuals with the knowledge, skills, and mindset to lead with purpose and make a positive impact.



# GOVERNING BOARD



**Mr. Devesh Srivastava**

Chairman-Governing Board  
Chairman-cum-Managing Director  
General Insurance Corporation of India



**Mr. Siddharth Mohanty**

Chairperson  
Life Insurance Corporation of India



**Ms. Mini Ipe**

Managing Director  
Life Insurance Corporation of India



**Mr. M. Jagannath**

Managing Director  
Life Insurance Corporation of India



**Mr. Tablesh Pandey**

Managing Director  
Life Insurance Corporation of India



**Ms. Suchita Gupta**

Chairman-cum-Managing Director  
National Insurance Co. Ltd.



**Mr. Satyajit Tripathy**

Chairman-cum-Managing Director  
United India Insurance Co. Ltd.



**Ms. Neerja Kapur**

Chairman-cum-Managing Director  
The New India Assurance Co. Ltd.



**Ms. Girija Subramanian**

Chairman-cum-Managing Director  
Agriculture Insurance Co. of India Ltd.



**Mr. R. R. Singh**

Chairman-cum-Managing Director  
The Oriental Insurance Co. Ltd.



**Mr. Mukesh Kumar Bansal, IAS**

Joint Secretary, Government of India,  
Ministry of Finance, DFS



**Mr. G. N. Bajpai**

Intuit Consulting Pvt. Ltd



**Prof. Anil B. Suraj**

Law & Public Administration  
Indian Institute of Management  
Bangalore



**Mr. Sanjay Vijay**

Founder & Principal Consultant  
Optimal Corporate Solutions

## Director

National Insurance Academy





## FROM THE CHAIR PROFESSOR FINANCIAL INCLUSION & SOCIAL SECURITY'S DESK

*Over the years, NIA has consistently achieved a 100% placement, thanks to our top-quality students and the continued support of our esteemed recruiters. We are proud of our alumni's achievements, and they have gone on to occupy influential positions in the industry.*

Dear Esteemed Recruiters,

On behalf of the National Insurance Academy, it is my pleasure to present to you our brochure for the PGDM (Post Graduate Diploma in Management) Batch 2022-24, which highlights our institution, our program, and the talented pool of students that are eagerly waiting to embark on their professional journey.

At NIA, our vision is to shape the future of the insurance industry through quality education and training. Our mission is to create skilled professionals with a solid foundation in insurance and management subjects who can contribute to the growth and success of the industry. We believe in nurturing talent and equipping our students with practical exposure through on-the-job training, industrial visits, seminars, and alumni sessions. This approach provides our students with a realistic picture of the industry and helps them develop a corporate mindset.

Our flagship PGDM program is rigorous and insurance-specific, which allows students to gain a deeper understanding of the industry's nuances. We believe in redefining education by instilling critical thinking, collaboration, and communication skills in our students. This approach helps our students build their confidence and prepares them to face the corporate world with ease.

Over the years, NIA has consistently achieved a 100% placement, thanks to our top-quality students and the continued support of our esteemed recruiters. We are proud of our alumni's achievements, and they have gone on to occupy influential positions in the industry.

We would like to extend a warm invitation to both our regular and new recruiters to join us for the final placements of the PGDM Batch 2022-24 at the National Insurance Academy. We are confident that our student's skills and talents will benefit your organization and contribute to your growth and success.

Thank you for considering NIA as your recruitment partner. We look forward to your participation and to a fruitful collaboration.

Sincerely,

**V. Sathyakumar**

Chair Professor, FI&SS,  
Joint Charge – Director,  
National Insurance Academy



## FROM THE PLACEMENT CHAIR PERSON'S DESK

”

*Our alumni, occupying influential positions in the industry, have worked hard over the years to achieve stupendous success for their organizations. We are proud of their achievements and confident in the value of our program.*

”

Dear Recruiter,

Greetings from the National Insurance Academy (NIA).

We are pleased to extend a warm invitation to you for the Final Placements of the 2022-24 PGDM Batch at NIA Pune. We express our gratitude for your continuous faith in our institute over the past 19 years, which has enabled us to achieve a 100% placement record since our inception.

At NIA Pune, we have always strived to be proactive in this dynamic era by creating a diverse and well-trained talent pool. Our flagship PGDM Program, which is highly rigorous and insurance-specific, is known for producing top-quality students who are well-prepared for the industry.

We train our students to enhance their soft skills, time management skills, etiquette, and language proficiency. To further their learning, we provide mock GD/Interviews, debates on insurance issues, white paper reviews, presentations, case studies, discussions on IRDA guidelines, situational puzzles, mock press/mock parliament, and negotiation skills. Our curriculum also includes continuous guest lectures, providing real-life insights into the domains of General Insurance, Reinsurance, Information Technology, and Life Insurance. Additionally, we offer industrial visits to sectors such as Automobile, Manufacturing, and Ports, providing our students with practical exposure to the industry.

Our alumni, occupying influential positions in the industry, have worked hard over the years to achieve stupendous success for their organizations. We are proud of their achievements and confident in the value of our program.

We once again invite you cordially to participate in the Final Placements of the 2022-24 batch at NIA Pune. We believe that this will be a mutually beneficial experience, and we look forward to a prosperous collaboration with you.

Sincerely,

**Renjit Gangadharan**

Placement Chairperson,  
Joint Charge – Director,  
National Insurance Academy





## FROM THE PRINCIPAL'S DESK

”

*At NIA, we believe that leadership is not just about being an expert in one's field but about embodying passion, commitment to ethics, and drive to create a positive impact. This philosophy has enabled us to produce exceptional professionals and leaders in the insurance industry. We are proud that our alumni are successfully employed in reputed multinational and public sector reinsurance, insurance companies, brokers, and leading IT companies, both in India and abroad.*

”

Dear Esteemed Recruiters,

Welcome to the National Insurance Academy (NIA) - a distinguished institution for insurance education in India. We are proud to cultivate leaders who can make a meaningful impact on the industry and society at large. We go beyond the conventional classroom-based education, and focus on practical exposure, hands-on experience, and industry immersion to equip our students with the requisite skills and knowledge to thrive in the ever-changing insurance landscape.

Our Post Graduate Diploma in Management (PGDM) course is a comprehensive, full-time residential program that aims to develop global leaders in the field of insurance. Our curriculum is designed to integrate insurance and management subjects, which are delivered by our highly experienced and dedicated faculty, both internal and visiting. Our students also benefit from exposure to On Job Trainings, Industrial Visits, Seminars, and Alumni sessions, which provide them with real-world insights and experience.

At NIA, we believe that leadership is not just about being an expert in one's field but about embodying passion, commitment to ethics, and drive to create a positive impact. This philosophy has enabled us to produce exceptional professionals and leaders in the insurance industry. We are proud that our alumni are successfully employed in reputed multinational and public sector reinsurance, insurance companies, brokers, and leading IT companies, both in India and abroad.

Our students also participate in various seminars and events, including NIA-Swiss Re International Seminar, C D Deshmukh Seminar, HR Summit, and Insurance Summit, which give them a platform to gain first-hand experience in managing large-scale events and stay updated on industry developments.

We invite you to join us and be a part of our mission to create leaders who will shape the future of the industry and the country. At NIA, we offer a dynamic, challenging, and fulfilling career in the insurance industry. Come, be a part of this unique experience and unlock your potential as a leader.

Sincerely,  
**Dr. Sanjay Mali**

Principal,  
National Insurance Academy





# WHY RECRUIT FROM US?

National Insurance Academy (NIA) is a pioneering institution dedicated to equip the insurance industry with the most exceptional talents. Through its close collaboration with the insurance industry, NIA's training, education, research, and consultancy activities are firmly grounded in "real life" situations, providing its students with an exceptional learning experience.

The PGDM program's primary objective is to provide students with a unique learning experience by bringing real-world management and insurance issues into the classroom. The curriculum is designed to provide students with the necessary tools and techniques to synergize functional knowledge and sound management approaches. It helps

students develop a problem-solving mindset in a dynamic environment in a social and global context, empowering them to make effective managerial decisions and solve the challenges faced by the insurance industry.

At NIA, we believe that academic excellence goes beyond the classroom. We offer a diverse range of extracurricular activities to enhance our students' skills and prepare them for the industry. These include competitions, research projects, and business case studies that develop analytical and problem-solving skills. Additionally, we organize Seminars and webinars featuring industry experts, thought leaders, and distinguished alumni, providing our students with valuable insights into the latest trends and practices.



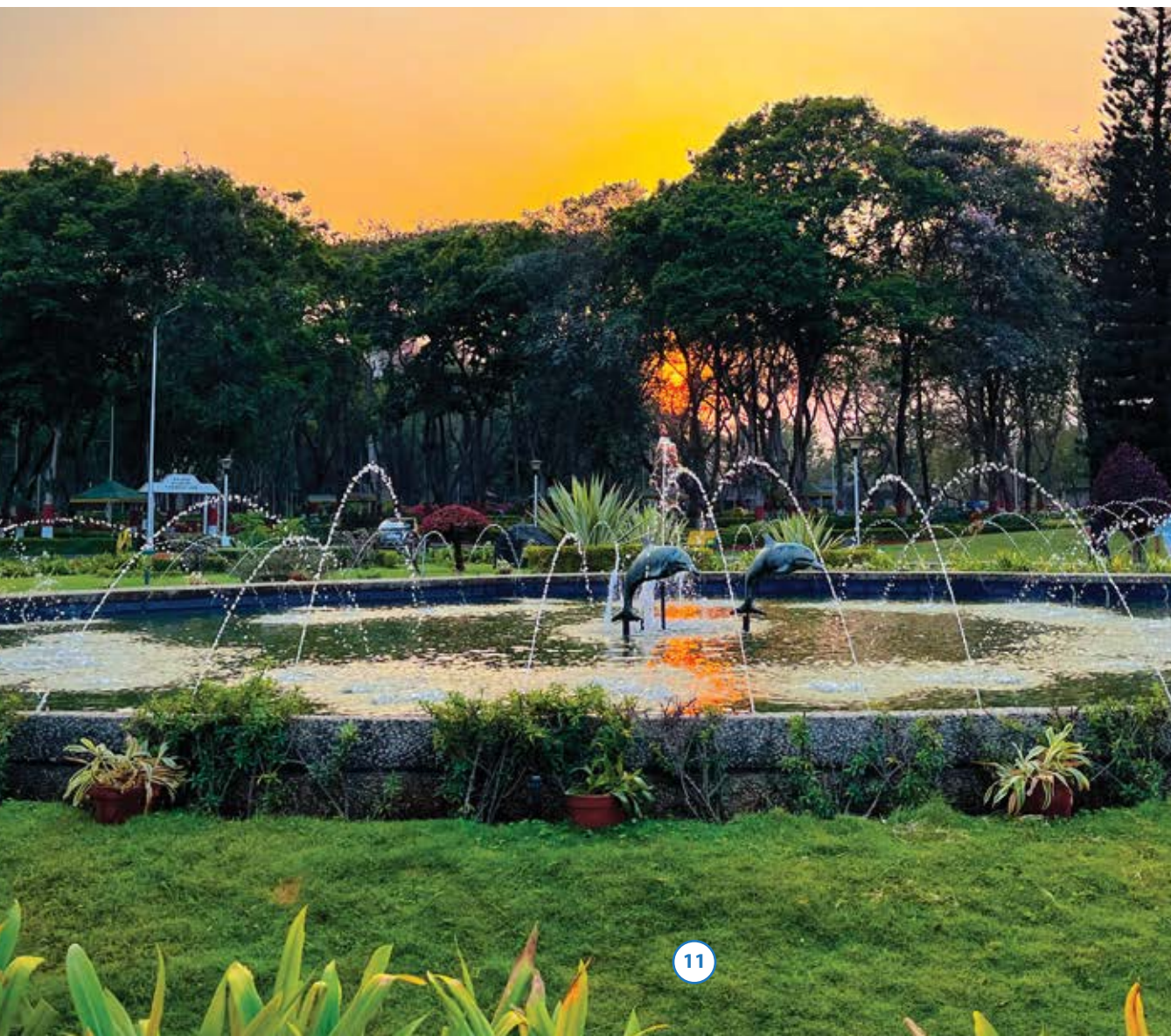
Participating in these activities equips our students with the skills, knowledge, and experience needed to thrive in a fast-paced and ever-changing work environment. They become invaluable assets to any organization, tackling challenges and making a meaningful impact in their chosen fields from day one.

Our course curriculum is continuously updated, keeping in mind the evolving nature of the insurance industry, and designed to provide students with optimal knowledge in the domain of insurance and management. It offers a perfect blend of Life Insurance, General Insurance, Reinsurance, and functional areas like Marketing, Financial Management, Strategic Management, and Human Resource Management. This strengthens students' capabilities in these core sectors and builds their

competency in dealing with challenges.

The faculty members at NIA are the true champions behind the institution's reputation for excellence. With their exceptional expertise and unparalleled experience, they are the driving force behind the continuous improvement of the domain and managerial skills of our students.

National Insurance Academy boasts of creating a wealth of talented individuals ready to contribute their expertise and knowledge to the workforce. We invite recruiters to tap into the vast potential of our human resource capital and benefit from the synergies that arise from a diverse and highly skilled personnel. This will undoubtedly be a mutually enhancing experience for us, and we look forward to a progressive association with you.





# FACULTY

The management subjects are taught by highly qualified, experienced faculty with most of them having a Ph.D. in the relevant discipline. The General Insurance subjects like Fire, Marine, Engineering, Aviation, Motor, Health, Reinsurance, Life Insurance subjects including some portion of Actuarial Science, Pension are taught by faculty who hold senior positions in the public sector in the insurance companies and are on deputation.



## LIFE INSURANCE



**Mr. V Balagopal**

Email: v.balagopal@niapune.org.in

Customer Relationship Management, HRM and Employee Relations, Distribution Channel Management, Train the Trainers, Soft skills enhancement, Managing Self.



**Mr. V. Sathyakumar**

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Marketing, Branding, Leadership, Micro Insurance, Micro Finance.



**Mr. Indraneel Roy**

Email: iroy@niapune.org.in

Life insurance Marketing, CRM Aspects, Regulatory Aspects, P&GS, Health Insurance, Leadership.



**Mr. Uday Kumar Navani**

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Marketing, Management, Behavioural Studies, Current Affairs, History and Cricket.



**Mr. Anupam Jindal**

Email: ajindal@niapune.org.in

Life Insurance - Claims Management, PS/SSS, ULIP, Insurance Frauds, General Management.



**Dr. K.Usha**

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Life Insurance - Ph.D. in Agriculture Economics, CRM, Human Resource Development, Health Insurance, Data Analysis.



**Mr. Barun Kumar Khan**

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Life Insurance- Marketing, Policy Administration, CRM, Insurance Distribution Channels.



**Mr. Sumesh Sheth**

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Impact of biological advances on Insurance, Ageing & Long-term expense funding, Insurance fintech.



**Ms. Suparna Bedakihale**

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Underwriting, Accounting, Claims Processing, Policy Servicing, NACH and Pension and Group Schemes.



**Mr. Sandeep Pande**

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Life Insurance Marketing, Bancassurance & Direct Marketing, Underwriting & Claims Processes.







## GENERAL INSURANCE



**Mr. Renjit Gangadharan**

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General Insurance- Motor Insurance, Fire Insurance, Liability Insurance, Building up effective teams at the workplace, Health and wellness.



**Ms. Rinku Chaudhuri**

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Product Development, Claims Management, Technical - Miscellaneous, Liability, Personal Accident, Health, Motor, Marine, Micro Insurance, Regulatory Aspects, Bancassurance, General Management - Marketing, HR.



**Ms. Jayashree Sridhar**

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General Insurance, Property Insurance, Marine Insurance (Hull and cargo), Miscellaneous Insurances as well as Marketing.



**Mr. Bipin Kumar**

Email: bipin@niapune.org.in

General Insurance; Strategy; Arbitration; Management of Litigation in Property Claims.



**Mr. Asim Kumar Pattnaik**

Email: akpattnaik@niapune.org.in

All areas of Non-life Insurance, including Marketing, Motor Insurance, Fire & Engineering Insurance, Misc. Insurance and Customer Service.



**Mr. Anil Kumar Srivastava**

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General Insurance: Property including Hull Oil & Energy Insurance Marine Cargo and Motor Insurance Marketing.



**Mr. Kshitish Mohanty**

Email: kmohanty@niapune.org.in

Property, Liability and Health Insurance, Micro-insurance, Distribution Management, Regulatory Framework.



**Dr. Ruchika Yadav**

Email: ruchikayadav@niapune.org.in

General Insurance, Human Resource Management and Soft Skills- Business Etiquettes, Communication Skills, Team Building.



## INFORMATION TECHNOLOGY



**Dr. S. D. Page**

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IT applications in Insurance and Financial Services, Managerial Computing Prototype Software Development in Insurance and Other Related Areas, Data Warehousing, Data Mining, Business Intelligence Systems and Knowledge Management, IS Security and IS Risk Management.



## FINANCE



**Dr. M. C. Patwardhan**

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Insurance Law, Corporate and Securities Law.



**Dr. Mrs. S. Uma**

Email: [uma@niapune.org.in](mailto:uma@niapune.org.in)

Finance and Institutional Investments.



## MARKETING



**Dr. Sanjay Mali**

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Marketing Management, Business Administration.



**Dr. G. Steward Doss**

Email: [gdoss@niapune.org.in](mailto:gdoss@niapune.org.in)

Enterprise Risk Management, ALM, Actuarial Risk Modelling, CRM, Marketing Research Methodology, Quantitative Techniques including Multivariate Analysis.



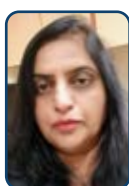
**Dr. Mrs. Shalini Tiwari**

Email: [shalinipt@niapune.org.in](mailto:shalinipt@niapune.org.in)

Consumer Behaviour and Insurance Buying, Marketing Strategy Distribution Channel Management.



## HUMAN RESOURCES



**Dr. Mrs. Sushama Chaudhari**

Email: [sushama@niapune.org.in](mailto:sushama@niapune.org.in)

Communication Skills, Goal Setting, High Performance Culture, Team Building, Organizational Behaviour, Human Resource Management.



**Dr. Mrs. Archana Singh**

Email: [sarchana@niapune.org.in](mailto:sarchana@niapune.org.in)

Training, Research and Consultancy in areas of Financial Inclusion, Social Security Schemes, Micro, Social, Rural Insurance and Agriculture Insurance; Training and Development workthrough Experiential Learning, Soft Skills, Training, Self-Leadership and Personal Transformation Facilitation; Teaching in Economics, Micro Insurance and Individual and Group Behaviour.

## VISITING FACULTY

**Dr. V. Gaikwad**

Managerial Economics

**Mr. N. Roop Kumar**

Disaster & Sustainability Management

**Ms. Sanjeevani Behere**

Liability Insurance

**Dr. Gaurav Nagpal**

Optimisation Techniques

**Dr. Shilpa Kankonkar**

Strategic Management

**Dr. Srinivas Tapadia**

Financial Accounting

**Mr. M. B. Viswanathan**

Actuarial Science in Life Insurance

**Dr. Nandini Desai**

Business Ethics & Corporate Governance

**Mr. Gopal Jha**

Financial Services Marketing

**Dr. Shailesh Kasande**

Business Research Methods

**Dr. Swapnaja Gore**

Principles of Marketing, B2B Marketing





## NIA to be a global institution of excellence in learning and research in Insurance, Pension and allied areas

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**Study urges India to align with insurance in leading markets**

*Insurance Business*



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**IRDAI for academia & industry coming together to discuss issues**

*The Bizz Buzz*



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**Health insurance would be good fit for life insurance firms: LIC chief Kumar**

*The Financial Express*



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**IRDAI to set up hubs on motor, property insurances to promote loss prevention measures**

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*Careers 360*



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**Liberty General Insurance collaborates with NIA**

*Live Mint*



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# SOCIAL OUTREACH PROGRAM

## Insurance Awareness Rally

On the occasion of our 43rd Foundation Day, the Institute organized an Insurance Awareness Rally, also known as the Bima Jagrukta Rally. This initiative was ingeniously designed to disseminate knowledge pertaining to the multifaceted aspects of insurance and to underscore its indispensable significance to the public. The rally brought together students and faculty members, who enthusiastically chanted insurance awareness slogans in Hindi, English, and Marathi. They proudly brandished banners as they participated in the rally, manifesting the unity of the NIA community in their pursuit of a shared objective.

This collaborative endeavour was conceived with the overarching aim of advancing the goal of attaining universal insurance coverage by the year 2047. By embarking on this mission, NIA reaffirms its unwavering commitment to fostering a culture of financial security and protection, thereby empowering individuals, and communities to navigate the complexities of life with confidence and resilience.



## Blood Donation Campaign

National Insurance Academy demonstrated its commitment to community engagement and social responsibility by hosting a blood donation camp of its Foundation Day. This event was open to all esteemed faculty members, dedicated participants, and conscientious students within the NIA community. The blood donation camp was marked by an atmosphere of high spirits and remarkable enthusiasm displayed by both students and faculty members. Their collective zeal and determination played a crucial role in ensuring the success of this life-saving initiative. In acknowledgment of each participant's invaluable contribution to this noble cause, NIA extended its gratitude by presenting them with a certificate of appreciation.





# SOCIAL OUTREACH PROGRAM

## Rural Outreach

National Insurance Academy arranged a rural outreach program to spread awareness and educate the households in rural areas about insurance and its benefits. This outreach program was launched across villages in and around Pune. Students had organised a variety of outreach initiatives that benefited the community and allowed the students to fully realise their leadership potential. Some of the initiatives are listed below:

- A nukkad natak was prepared and performed by the NIA students covering prominent insurance schemes to spread awareness amongst public about them.
- Surveyed villagers for their existing insurance knowledge and understood their needs.
- Interaction with school children to make them aware about importance of insurance.







# PGDM PROGRAMME

The two year full time Post Graduate Diploma in Management (PGDM) with specialization in Insurance & Management is approved by AICTE and accredited by NBA and has MBA equivalence by AIU. It seeks to be a blend of technical competence in insurance with a sound understanding of the principles of management and the contexts in which these are practiced and thrives to instil in students a creative problem solving approach to meet the growing needs of today's business world.

## Selection Process

The process of selection of students begins with the shortlisting on the basis of scores of either CAT (Common Admission Test) or CMAT (Common Management Admission Test). The shortlisted students then qualify for the group discussions and personal interviews. Each student has to complete six trimesters of extensive academic work along with eight weeks of Summer Internship Program, Major Research Project, Value Addition Project and participation in various workshops to qualify for the Diploma.

## Faculty

NIA's multi-disciplinary faculty is drawn from the cream of academia as well as the industry. Our visiting faculty includes people holding significant positions in the industry. This wealth of experience and inputs on the current market scenario help our students keep pace with the highly dynamic corporate environment. Academic excellence is achieved through innovations in teaching methods and effective delivery. Apart from classroom learning, great importance is placed on panel discussions, guest lectures, and continuous interactions with other students and industry professionals.

## Culture

NIA, being a national institute showcases a multifaceted culture. The identity of this hallmark institution is not to walk on the trodden path but to make a new path of its own. It aims to be the benchmark, and to be the first to respond to the changes and needs of the hour that nobody would have taken up for the betterment of the nation. The core belief is the holistic development of every individual and fulfilling the ideology of 'together we grow'. The environment of the academy evokes the image of a 'Gurukul' with modern amenities.

## Added Course Benefit

NIA Students fulfilling the prescribed requirements are eligible to claim course wise exemption from the Insurance Institute of India papers up to 220 credit points and become Associates and Fellows of Insurance Institute of India.



## Summer Internship Programme (SIP)

Each student must complete eight weeks of Summer Internship to be eligible for the Diploma. Students are placed in reputed companies in various verticals of the industry. This gives them a first-hand experience of the functioning of the industry. It also helps them in learning the concepts better as it is easily relatable after they have experienced it themselves. This program prepares them for their final placements.

## Major Research Project (MRP)

To inculcate the ability to conduct quality research and generate research-based knowledge, each student is required to undertake a major research project on a topic from the field of insurance, management, and allied disciplines. The student is required to work on a MRP in the VI Trimester and submit a report.

## Value Addition Project (VAP)

It is experienced that businesses very often search for creative and agile human resource who can come up with innovative and implementable solutions to address challenges posed by rapid changes in business environment. To infuse such skills in students, the VAP is designed. The students need to take up a Project on a strategically important issue or industry problem and give recommendations to address them.





# COURSE CURRICULUM

## Trimester - I

- Fundamentals of Life Insurance & General Insurance
- Laws & Regulations Governing Insurance
- Fire Insurance
- Fundamentals of Services Marketing
- Interpersonal & Group Processes
- Quantitative Techniques
- Financial Accounting & Reporting
- Managerial Economics- I
- Non-credit Course in Business Communication

## Trimester - II

- Life Insurance Products and Underwriting
- Health Insurance
- Motor Insurance
- Optimization Techniques
- Strategic Management
- Financial Management
- Organization Design, processes and change
- Legal Aspects of Business
- Digital Technologies for Insurance Business Management

## Trimester - III

- Marine Cargo Insurance
- Reinsurance
- Engineering Insurance
- Liability Insurance
- Insurance Distribution Management
- Business Research Methods
- Marketing Strategies
- Managerial Economics- II
- Data Analytics for Insurance





### Trimester - IV

- Miscellaneous insurance
- Agriculture & Rural Insurance
- Actuarial aspects of Life Insurance
- Actuarial Aspects of General Insurance
- Insurance Investment Management
- Annuities and Pensions
- Insurance Accounting

#### Electives (Any Two)

- Gen.Ins. - Advanced Reinsurance
- Life Ins. - Advanced Life Insurance Underwriting
- Gen. Ins. - Advanced Insurance Claims Management
- Life Ins. - Life Insurance Claims

#### Electives (Any One)

- Consumer Behaviour (Marketing)
- Project Finance (Finance)
- Performance Management & Measurement (HR)
- R for Insurance Data Science (IT)

### Trimester - V

- International Practices in Insurance
- Marine Hull, Aviation, Oli & Energy Insurance
- Disaster & Sustainability Management
- Enterprise Risk Management

#### Electives (Any Two)

- Gen. Ins. - Advanced Health Insurance
- Life Ins. - Development of Life Insurance Products
- Gen. Ins. - Advanced Property Insurance
- Life Ins. - Group & Micro Insurance Management

#### Electives (Any One)

- Sales & Distribution Management (Marketing)
- Financial Derivatives Management (Finance)
- Leadership and Change Management (HR)
- Python for AI in Insurance (IT)
- Non-credit Course in Banking

### Trimester - VI

- Business Ethics
- Entrepreneurship & Innovation
- Environmental, Social & Governance (ESG)

#### Electives (Any One)

- Business-To-Business Marketing (Marketing)
- Behavioural Finance (Finance)
- Organization Development (HR)
- Cyber: Risk, Liability & Insurance Management (IT)

# ALUMNI CORNER

National Insurance Academy is a premier institution in the insurance sector, providing specialized education and a strong commitment to personal development. With a stunning campus and state-of-the-art facilities, NIA offers an engaging learning environment. The faculty of industry veterans imparts in-depth knowledge and concepts. NIA environment also fosters a sense of camaraderie among mates. Its strong alumni network engages with students supporting career development and offering opportunities for successful collaborations. To summarize, NIA as your alma mater is like the jewel in the crown for individuals in the insurance or related industry.



**Danish Bhatnagar**, Senior Consultant, ANZ INS Consulting, Cognizant Technology Solutions, Australia



NIA is one of the best places to find well-rounded talent who can excel in every aspect of Insurance and Technology management. Look at the course that candidates learn and get exposed to, at this institution, including the valuable access to industry leaders and professionals. In the 2 years of NIA journey even a zero-insurance background person starts talking about management, strategies, planning, insuretech, core insurance functions etc with ease. I thank my alma mater for what I gained here, and I wish all the best to the current and future batch candidates.

**Shatanjoy Verma**, Product Owner (Manager), Liberty Mutual Insurance, USA

NIA has certainly given my career a head start vis a vis other institutes... Without the strong foundation of NIA coupled with the goodwill of the institute, we would not be where we are in terms of our growth and position in the industry... If you want to make a career in (Re)Insurance, without a doubt NIA is the place to start from.

**Mohammed A. Noorani**, Senior Vice President, Gallagher Insurance Brokers Private Limited



Apart from an insurance focussed curriculum and some great faculty, I believe the industry wide connection you are able to make being part of NIA alum network is an under advertised benefit. This network has been leveraged numerous times for various initiatives and will continue to build momentum with passage of time.

**Sarim Iman**, Deputy Vice President, Tata AIG General Insurance

NIA provided a strong foundation which helped me set my foot in the life insurance industry and most importantly made me aware of the actuarial field which I started pursuing upon enrolling in NIA. Today it gives me immense pleasure to act as a guest lecturer for one of their courses in Reinsurance.

**Prathamesh Ghanekar**, Vice President, Swiss Re



NIA played a major role in my journey, I still remember the words from Srinivasan sir, "You can transform your future, if you invest on yourself today", which gave me a positive approach towards the life. I am really proud and honoured to be a part of such a prestigious institution.

**Abhinav Kumar**, Associate Manager, Go Digit



# CORPORATE SEMINARS

## Tatva - HR Summit

The HR Summit is a student driven activity which aims to bring industry's best HR Minds on a single platform to discuss and share their knowledge, experiences, and views on diverse topics. The theme for this year's event was **"From the Great Resignation to the Great Rebound: Reimagining HR"**

Panel Discussion 1:

**Great resignation to great rebound:  
Outlook and strategies**

Panel Discussion 2:

**Redefining the Risk of Resignation**

Panel Discussion 3:

**Re-examining the Employment Strategies**

Panel Discussion 4:

**Reimagining Flexi-Culture**

### SPEAKERS

#### Mr. G Srinivasan

Director, National Insurance Academy

#### Mr. Hitesh Kotak

Chief Executive Officer,  
Munich Re India Branch

#### Mr. Ankur Kamboj

Entrepreneur & COO, Roadzen

#### Mr. Vikramjeet Singh

Chief Human Resources Officer,  
Bajaj Allianz General Insurance Co.

#### Ms. Sudakshina Bhattacharya

Chief Human Resources Officer,  
HDFC Ergo General Insurance Co.

#### Mr. Deodutta Kurane

Digital HR Evangelist

#### Dr. Rajesh Save

Co-Founder, Inpecker Consulting LLP

#### Mr. Priyadarshi Bhattacharya

Head - Human Resources,  
Swiss Re GBS India

#### Mr. Puneet Khurana

Group Head, Human Resources,  
Policybazaar.com & Paisabazaar.com

#### Ms. Ruchira Bhardwaja

Chief Human Resources Officer,  
Kotak Life Insurance Co.

#### Ms. Shwetha Nayak

Senior People Partner- Marsh, GC & OW

#### Dr. Asha Naik

Managing Partner, Corporate  
Consulting Group

#### Mr. Nikhil Save

HR Head, Mahindra Insurance Brokers Ltd

#### Ms. Priyanka Shrivastav

Vice President - Human Resources -  
Corporate functions, HDFC Ergo  
General Insurance

#### Mr. Saptarshi Bhattacharya

Vice President & Head-Talent  
Acquisition, Bajaj Allianz General  
Insurance

#### Mr. Shailen Merchant

Sr. Vice President and Head- Human  
Resources, Chola MS General Insurance

#### Mr. Sriram N

Senior Vice President -  
Intellect Design Arena Ltd.

#### Mr. Hrishikesh Godbole

Director, Ernst & Young

#### Mr. Chinmay Adhikari

Chief Human Resources Officer,  
Universal Sompo General  
Insurance Co. Ltd.

#### Mr. Hemant Gandhe

Sr VP & National Head - L&D  
and Talent Management,  
Tata AIG General Ins Co

#### Mr. Jerry Jose

Chief- Human Resources,  
ICICI Lombard General  
Insurance Co. Ltd.

#### Ms. Ipsita Mohanty

Oracle Practice Lead, IBM

#### Ms. Sonali Chatterjee

Sr EVP & Head- People,  
Performance & Culture,  
Aon India Insurance Brokers



# CORPORATE SEMINARS

## Insurance Summit

The 18th Insurance Summit 2022, led by National Insurance Academy students, was held on 10th October at Trident, Mumbai. Preeminent insurance sector leaders debated pressing industry issues. The theme, "Broadening the Horizon: Navigating Towards a Fully Insured India" underpinned the event.

Panel Discussion 1:

**Insurance by 2027: Strategies for Accelerating the Insurance penetration in India**

Panel Discussion 2:

**Presentations on Looking Through a New Lens: Moving Towards Consumer Centricity**

Panel Discussion 3:

**Advancing in the Era of New Age Digitalization: Opportunities and Challenges**

### SPEAKERS

#### Mr. Debasish Panda

Chairman, IRDAI

#### Mr. Saurabh Mishra

Joint Secretary, Department of Financial Services, Ministry of Finance

#### Mr. M.R. Kumar

Chairperson, LIC of India

#### Mr. Devesh Srivastava

Chairman-cum-Managing Director, GIC of India, Chairman of NIA Governing Board

#### Mr. G. Srinivasan

Director, NIA, Pune

#### Mr. Satyajit Tripathy

CMD, United India Insurance Co.

#### Mr. Ritesh Kumar

Managing Director & CEO, HDFC Ergo General Insurance Co.

#### Mr. N S Kannan

Managing Director & CEO, ICICI Prudential Life Insurance Co.

#### Mr. Mayank Bathwal

CEO, Aditya Birla Health Insurance Co. Ltd.

#### Mr. Sanjay Kedia

Country Head & CEO, Marsh India Insurance Brokers Pvt. Ltd.

#### Mr. Sanjay Datta

Head of Underwriting and Claims, ICICI LOMBARD General Insurance Co.

#### Mr. Shankar Garigiparthi

CEO & Country Manager of Lloyd's India. The next presenter was

#### Mr. B. C. Patnaik

Managing Director, LIC of India

#### Mr. T. A. Ramalingam

Chief Technical Officer, Bajaj Allianz General Insurance Co.

#### Mr. Amit Mishra

General Manager, The New India Assurance Company Ltd.

#### Mr. Aniruddha Marathe

Managing Director and Partner, BCG

#### Mr. Prerak Sethi

Founder of RIA Insurance and Co-Founder, India InsurTech Association

#### Mr. Anand Pejaware

Deputy Managing Director, SBI General Insurance Co. Ltd.,

#### Mr. Sarbvir Singh

CEO, Policybazaar.com and

#### Mr. Nikhil Shrirang Kurhe

CEO and Co-founder at Finarkein Analytics





# CORPORATE SEMINARS

## C.D. Deshmukh Memorial Seminar

The National Insurance Academy's C.D. Deshmukh Memorial Seminar honours Sir Deshmukh, the first Indian Governor of the Reserve Bank of India. His tenure as Union Finance Minister saw the nationalization of 245 insurers and creation of the Life Insurance Corporation of India. The 24th Annual Seminar on January 11, 2023, celebrated these contributions which was based on the theme **"Transforming the Life Insurance Sector through Disruptive Innovation"**.

Panel Discussion 1:

**Transformational Regulatory Initiatives - Catalyst for growth**

Panel Discussion 2:

**Insurtech as force multiplier to increase life insurance penetration**

Panel Discussion 3:

**Innovative customer connect and customer experience**

### SPEAKERS

#### Mr. G. Srinivasan

Director, NIA, Pune

#### Mr. Devesh Srivastava

CMD, GIC Re & Chairman, NIA Governing Board

#### Mr. Parmod Kumar Arora

Member (Actuary), IRDAI

#### Mr. Saurabh Mishra

Joint Secretary, DFS, MOF, Government of India

#### Mr. M. R. Kumar

Chairperson, LIC of India

#### Mr. Amit Roy

MD- Insurance & Allied Businesses, PwC

#### Mr. Naveen Tahilyani

MD & CEO, TATA - AIA Life Insurance co. Ltd

#### Mr. Prashant Tripathi

MD and CEO, Max Life Insurance Co. Ltd.

#### Mr. Mahesh Balasubramanian

MD and CEO, Kotak Mahindra Life Insurance Co. Ltd.

#### Mr. Kamlesh Rao

MD and CEO, Aditya Birla Sun Life Insurance Co. Ltd.

#### Mr. Prerak Sethi

CEO & Founder of RIA

#### Mr. Rahul Bhanose

CEO, bizAmica

#### Mr. Sumit Ramani

Co-Founder & Actuary, ProtectMeWell.com

#### Mr. Prasad Krishnamorthy

VP, Products, Head of Insuretech SBU, Perfios Software Solutions Pvt. Ltd.

#### Ms. Mini Ipe

Managing Director, LIC of India

#### Mr. Anand Pejaware

Deputy MD, SBI General Insurance Company Ltd.

#### Mr. Vineet Agarwal

Sr. VP & Head (Sales Strategy), SUD Life Insurance Co. Ltd.

#### Mr. Sarbvir Singh

CEO & President, Policybazaar.com

#### Ms. Rupa Mogaveera

Chief Operating Officer, Aon India Insurance Brokers Pvt. Ltd.



# CORPORATE SEMINARS

## NIA-Swiss Re International Seminar

National Insurance Academy (NIA) and Swiss Re hosted the 5th NIA-Swiss Re International seminar on "Innovative Risk Mitigation: Building Resilience for Climate Risk" in Mumbai on 20th Feb 2023. Professionals from various sectors attended, discussing climate change challenges and innovative risk solutions. The focus was on resilience and risk management amid environmental changes.

Panel Discussion 1:

**Innovative Risk Mitigation Strategies for Combating Climate Risk**

Panel Discussion 2:

**Tech-based risk solutions for climate risk mitigation**

### SPEAKERS

#### Mr. G. Srinivasan

Director, National Insurance Academy

#### Mr. Hadi Riachi

CEO, Swiss Re India Branch

#### Mr. Satyajit Tripathy

CMD, United India Insurance Company

#### Mr. Devesh Srivastava

CMD, GIC Re

#### Mr. Saurabh Mishra

Joint Secretary, DFS, MoF, Govt of India

#### Mr. Renjit Gangadharan

Chair Professor (Non-Life), NIA

#### Mr. Anand Pejwar

Deputy MD, SBI General Insurance Company

#### Ms. Girija Subramanian

CMD, Agriculture Insurance Company of India

#### Mr. Sanjay Kedia

Country Head and CEO, Marsh India Insurance Brokers

#### Dr Chandan Banerjee

Natural Catastrophe Economist, Swiss Re GBS India

#### Mrs. Madhulika Bhaskar

Director & General Manager, GIC Re

#### Mr. R Sudhakar

ED Marketing, LIC of India

#### Dr Santosh Kumar

Professor, National Institute of Disaster Management

#### Dr. Murari Lal

Climate Change Practice Head, RMSI

#### Mr. Sudhir Khare

Sr. EVP & Head - Property, Energy & Marine, Tata AIG General Insurance

#### Mr. Mangesh Patankar

Senior Market Underwriter, Swiss Re

#### Dr. Sudhir Kumar Goel

former Additional Chief Secretary, Agriculture, Govt of Maharashtra

#### Dr. Karun Kumar Choudhary

Scientist-SF & Head, Crop Assessment Division ASAG, RSA, NRSC





# CORPORATE INTERACTIONS



## Global Reinsurance Market and Impact of Regulations on Reinsurance Market in India

**Mr. Shib Shankar Saha**

Head Reinsurance and Commercial Underwriting, Future Generali

## Logistic regression and its application to customer loyalty in the insurance industry

**Ms. Shoumi Sarkar**

Graduate Teaching Assistant at Florida University

## Basics on Engineering Insurance (Project & Operational Policies) and current market trends

**Md Sarfaraz Ali Shah**

Associate VP and National Manager Engineering Insurance, Magma HDI Software Pvt. Ltd

## Roadmap to create Insurtech Start-up

**Mr. Shailesh Kumar**

Insurance Head, Insurance Samadhan

## Risk-intelligence and Enterprise Risk Management

**Hersh Shah**

Institute of Risk Management - India Affiliate

## Industry HR Session

**Mr. Saptarshi Bhattacharya**

Vice President and Head Talent Acquisition, Bajaj Allianz General Insurance Co. Ltd.





# CORPORATE INTERACTIONS



## **Trends in Health Insurance**

**Mr. Krishnan Ramachandran**  
MD and CEO, Niva Bupa

## **Institutional Business**

**Mr. Chandrakant Mishra**  
Director, Care Health

## **Introduction to Consultancy**

**Ms. Sarmistha Manna**  
Analyst, Cognizant

## **Way Ahead for insurance industry**

**Mr. R. Balasundaram**  
Secretary General of IBAI and  
Marine Head at Gallagher

## **Human Life Values – Life Insurance**

**Prof. Jossey Peter**  
Christ University

## **New prespective under writting in porperty insurance**

**Mr. Mihir Vora**  
Practice Head, Property and  
Large Risk, Aditya Birla Capital

## **industry HR**

**Mr. Mehul Oza**  
Vice President HR, Kotak Life  
Insurance Co. Ltd.

## **Case Study**

**Mr. Sanmitra Mallick**  
AVP Human resources,  
Kotak Life Insurance Co. Ltd.

## **KBC – Kaun Banega Corporate Risk Manager**

**Mr. Sunder Natarajan**  
VP, India First Life

## **Emerging trends in Insurtech**

**Mr. Edwin David**  
Vice President - Sales and  
Marketing, AccelTree Software  
Pvt. Ltd

## **Awareness about Actuarial Science in the market**

**Mr. Sameer**  
P&C Actuarial Leader,  
Allianz Technology





# INDUSTRY VISITS

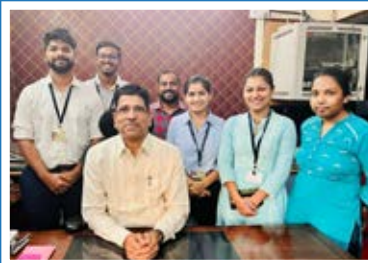


Industrial visits serve as a channel for a seamless transition from academic concepts to practical industrial expertise which provide students with a holistic understanding of how different departments and functions work. By incorporating these Industrial visits and on job training in the course, we ensure that our future leaders are prepared for the challenges of the modern business world and have the necessary knowledge and skills to make informed decisions and drive organizational success.



Our visits to Shrike constructions, Tolani Shipping, and automobile workshops provide students with hands-on experience, enables students to bridge the gap between theoretical knowledge and practical applications. Furthermore, our partnership with renowned organizations like New India Assurance, National Insurance Company, United India Insurance Company, and Oriental Insurance Company allows us to provide the students with on-the-job training and prepare them for the challenges of modern business environments.

Overall, such exposure equips our future leaders with essential insights and inspiration to accelerate their journey towards achieving sound business acumen and making a significant impact in their future careers.





# COLLABORATIONS

Our program empowers students to embrace a comprehensive approach to amplify their educational experience beyond the traditional classroom setting. Students access array of experiential learning opportunities, including rigorous case studies, realistic simulations, and collaborative team-based projects. These invaluable activities enable students to apply the theoretical knowledge they acquire in the classroom to real-world situations, thus fostering the development of essential skills such as critical thinking, problem-solving, communication, and leadership. These extracurricular activities not only allow students to pursue their passions but also contribute to their holistic development as multifaceted individuals and future business leaders.

National Insurance Academy, believes in continuous engagement with eminent industry practitioners and professionals across the Globe to facilitate experiential learning and development of students enrolled in the PGDM program.





# STUDENT COMMITTEES

## Core Committees

### Admission Committee

The Admission Committee endeavours to captivate the pool of talent from across India. The committee plays a crucial role in shaping the student body by considering factors such as diversity, talent, and potential. The committee stands by the institute and assures that the process of completing the admission process is done smoothly. Prospective students stay connected with designate members to understand admission process and seek guidance.

### Alumni Committee

The Institute takes pride in the success stories of their alumni. The Alumni Committee catalyses to maintain the relationship of the alumni with their Alma Mater. It makes sure that the current batch is readily connected with NIA's alumni to gain insights from their real time experiences in the corporate world.

### Placement Committee

The Placement Committee is an integral part of the institute as it plays a crucial role in facilitating the recruitment process for students. The committee is comprised of dedicated faculty and student members who liaise with companies, organise career workshops and seminars, and provides guidance and support to students in their placement process. Through their efforts, the committee helps bridge the gap between academics and the industry, ensuring students have opportunities to embark on successful careers.

### Pravartak Committee

Pravartak is a student-driven publication committee. It is responsible for publishing 'Pravartak' - journal of National Insurance Academy, which is a biannual publication of NIA, Pune. It provides a platform to professionals, students and researchers by publishing newsletters, magazines, research work or other forms of content related to the insurance and management spectrum.

### Cultural Committee

It is a perfect replica of India comprising of enthusiastic students representing diverse culture of the country. The committee's main objective is to foster a sense of inclusivity and cultural understanding among students, faculty and staff which is achieved by organising a wide range of activities and events throughout the academic year, including cultural festivals, music & dance performances, drama, speeches, talent hunt and much more.



# STUDENT COMMITTEES

## Event Committees

### HR Summit Committee

Student HR Committee members drive the Annual HR Summit conducted at NIA. The HR summit provides unique opportunities to engage with HR professionals and senior executives of Insurance industry to strengthen the collaborative efforts, to keep pace with technology transformation in the Insurance industry and its impact on people & businesses in the long term. HR Summit every year brings together various industry leaders who across Panel Discussions deliberate contemporary topics.

### Insurance Summit Committee

The Insurance Summit Committee is a student-led committee responsible for organizing the annual flagship event, the Insurance Summit. Members of the committee are involved in various activities, such as developing themes, inviting speakers, coordinating, organizing, and marketing the event. Being a part of this Committee is a unique experience for students, as it provides an opportunity to interact with accomplished industry stalwarts, learn from their experiences, and gain insights into the contemporary dimensions of the insurance industry.

### Manthan Committee

Manthan, the much-awaited annual festival of NIA, is a celebration of talent, creativity, and camaraderie which is organised by the Manthan Committee. Manthan offers a diverse range of competitions that cater to everyone's interests and passions, but what makes Manthan truly special is the joint effort of all the students. Students from diverse backgrounds and disciplines come together to display their skills and compete in various cultural and business events.

## Professional Growth Committees

### Entrepreneurship Committee

Entrepreneurship committee plays a vital role in National Insurance Academy to foster the culture of innovation, creativity, and risk-taking among students. The committee offers students the opportunity to learn and develop essential entrepreneurial skills such as idea generation, market research, financial management, and pitching. It also provides access to resources and networks that can help turn ideas into successful ventures.

### Professional Enhancement Committee

The professional enhancement committee is responsible for developing and implementing programs and initiatives that promote professional development among students. The committee members are actively involved in arranging professional enhancement workshops, networking events and seminars for students. The committee equips the students with the right mentorship and professional guidance as it believes that with the right direction students can excel in their careers.



# STUDENT COMMITTEES

## Administrative Committees

### IT Committee

The IT committee is responsible for managing and maintaining the technology infrastructure and systems used by students. We ensure that college's IT systems are up-to-date, secure, and aligned with the institution's academic and administrative needs.

### Library Committee

The library committee at NIA helps to provide access to various databases and learning resources. They help to conduct various webinars and guest lectures on how to leverage and utilize the available resources in our learnings and project works. They promote reading and learning culture among the students and are also responsible for managing the library resources and facilities to meet the needs of students and faculties thereby supporting the college's educational mission.

### Student Welfare

The Student Welfare Committee is responsible for promoting the overall welfare of students. The committee is made up of faculty and student representatives who work together to identify and address issues that affect student well-being. The SWC is involved in a wide range of activities, including providing support and guidance to students. The primary goal of the Student Welfare Committee is to ensure that students have access to the resources and support they need to thrive academically, socially, and emotionally. By working to enhance the student experience, the SWC helps to create a vibrant and engaging learning community that benefits everyone involved. SWC also contributes to food preferences of hostel students and coordinates with hostel caterer for menu design.

## Wellness Committees

### Social Outreach committee

The social outreach committee is a group of individuals who work together to promote insurance awareness and provide support to the needy. It often organizes events to interact and share insurance knowledge with people from the community and conduct surveys. Members of the committee are usually passionate about making a positive impact and are dedicated to help those who are less fortunate. Committee conducts literacy and insurance awareness programs in surrounding villages.

### Sports Committee

The Sports committee organises the annual sports week "Eklavya" where students and staff members compete in various sporting tournaments to showcase their talent and sportsmanship.

# STUDENT ACHIEVEMENTS

From academic excellence to extracurricular activities and community service, our students have achieved remarkable success both inside and outside the classroom. Their achievements are a testament to the quality of education and support provided by our institution.



Winner of the Financial Analyst Event a national event conducted by Vamnicom, Pune



Winner of Short Film Competition organised by Anubhav Mumbai NGO - Nirmala Niketan



Winner of 'Pursuit of dispute' a business and current trend in market related discussion organization by NICMAR university



Winner of The Game of Risk Enterprise Conducted at FLAME University, by IRM (Institute of Risk Management)



Winner of 'Brainy Click' Photography Event, K.J. Somaiya



Winner of 'Anveshan-BPlan' by Nirma University



Runner up of Ad Making Invictus, by S K Somaiya



Finalist of "Offside strategy challenge"





# INFRASTRUCTURE

The Academy's infrastructure spread over 32 acres of land consists of Hostel Blocks, Administrative Block, Academic Block with 8 modern state-of-the-art classrooms, 2 Computer Labs (IT Parks), 8 syndicate rooms, 24 faculty rooms, Multi-purpose Hall, Library, Computer Centre, Kitchen, Dining Hall, Cafeteria, Reception, Auditorium, Meditation Hall, Gymnasium, Badminton Court, Swimming Pool, 5 Hostels with a capacity to accommodate 157 participants and 148 students. All MDP hostel rooms are provided with PCs with internet, Intercom and Television with D2h connections. PGDM hostel rooms have LAN connectivity for students to use their laptops. The campus also has a residential complex of 64 units for its faculty and staff.



## IT Infrastructure at NIA

The Academy has Campus-wide Local Area network connecting 350+ computers, 7 servers, routers, switches, printers, and other equipment. NIA uses Sophos Firewall for securing its network and Seqrite Endpoint security antivirus for desktops.

The Campus along with the Hostel is Wi-fi enabled. The Academy provides unlimited internet usage to the students and employees through its high-speed Wi-Fi facility anywhere in the campus. Internet Facility is available for all users through their desktops and for PGDM students using their laptops. 170 Mbps Bandwidth is made available for using the internet. The PGDM Students and the MDP participants are provided LAN connectivity in all the Hostel rooms.

The Academy has two IT-labs: IT Park (with 45 PCs) and Drucker IT Park (with 31 PCs) for hands on training to the PGDM students and the MDP participants. All full-time faculty members are provided with Intel i5, i7 powered HP laptop/computers with Windows 8.1/10/11, Office 365, 24/7 internet connectivity, and staff with Intel i5 powered HP computer, Windows 8.1/10/11, Office 365 for documentation, communication and as a productivity tool .

All the faculty and staff have access to network printers in their respective offices as well to high-speed photocopiers located in the Reprography Department. The students also have access to the network printer located in the Reprography Department.

There is a video conferencing facility which is used for the Board meetings, educational activities and it is extensively used especially during the placement season. Software based video conferencing unit is available for conducting meetings using Microsoft Teams, in hybrid mode (online as well as offline mode simultaneously).

The Academy's Intranet site is used for sharing information to staff members, faculty members and students.

## Library

The Academy's Library is one of the finest insurance libraries in India having the choicest collection of books, journal holdings in Insurance, Actuarial Science, Management, Economics, Finance, Law, and Information Technology. The library is well equipped to serve the needs of the PGDM students, MDP participants and the Insurance Industry. The purpose is to cater to all types of information needs of the users with reference to insurance and allied subjects. Stacking of the research publications is another value addition to the library. The library also has collection on Literature, History and Personality Development. Following table gives a brief profile of the information resources available in the library:

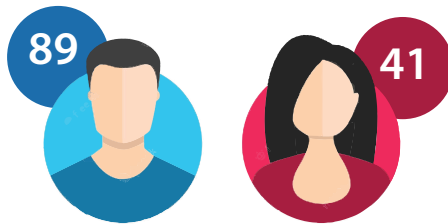
Sr. No.	Type of Resources	Collection as on 30.4.2023
1	Books	25970+
2	E-Books	10000+
3	Periodicals	80+
4	Databases	6
5	News papers	14



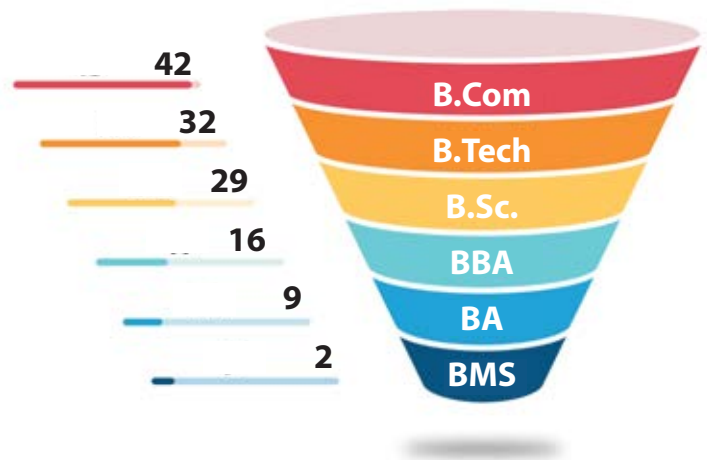


# PGDM BATCH 2022-24 OVERVIEW

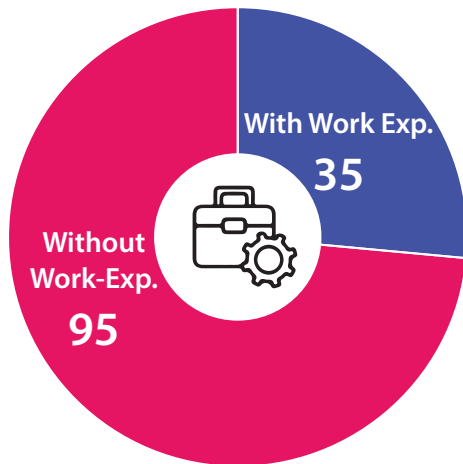
## Gender Diversity



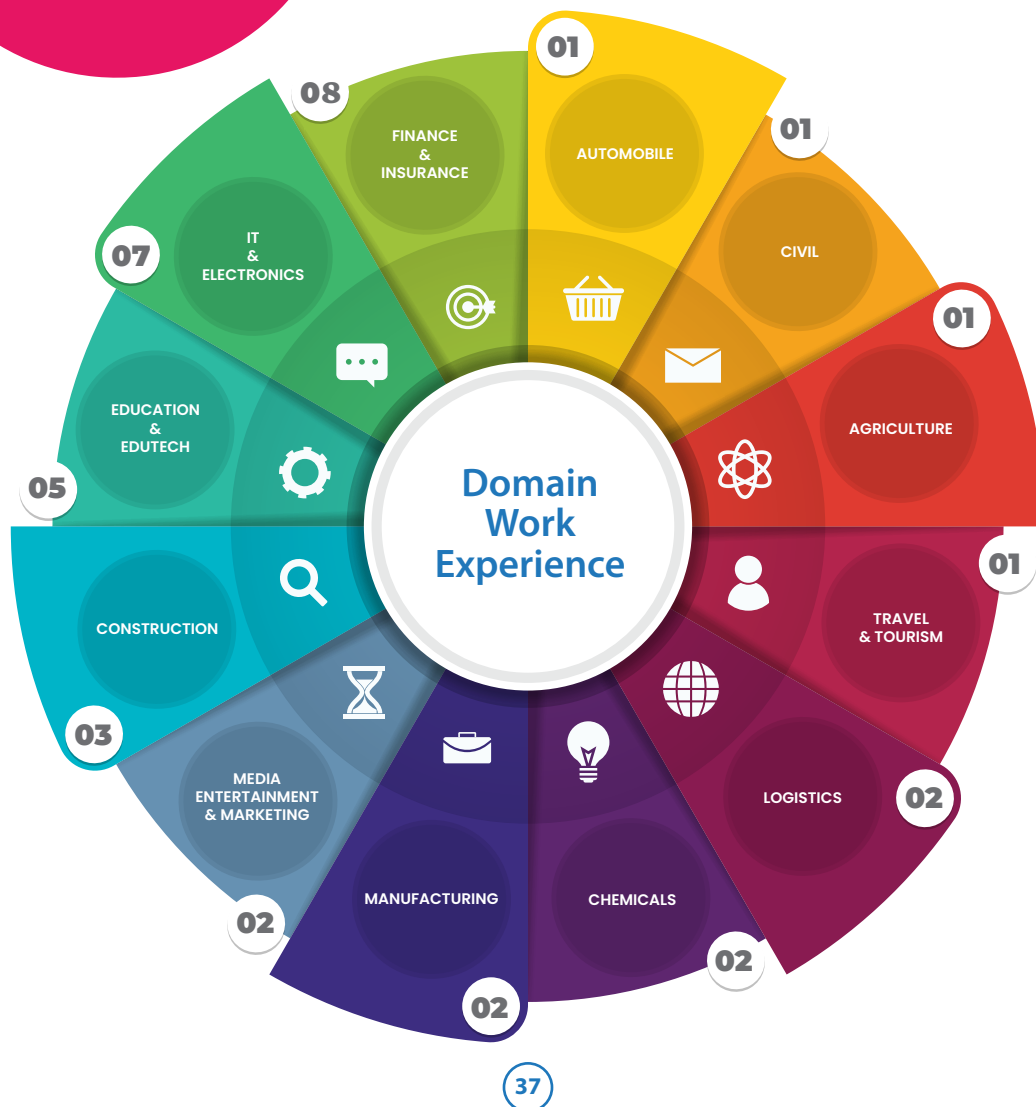
## Academic Diversity



## Work Experience



## Insurance Institute of India Certifications



# BATCH 2022-24



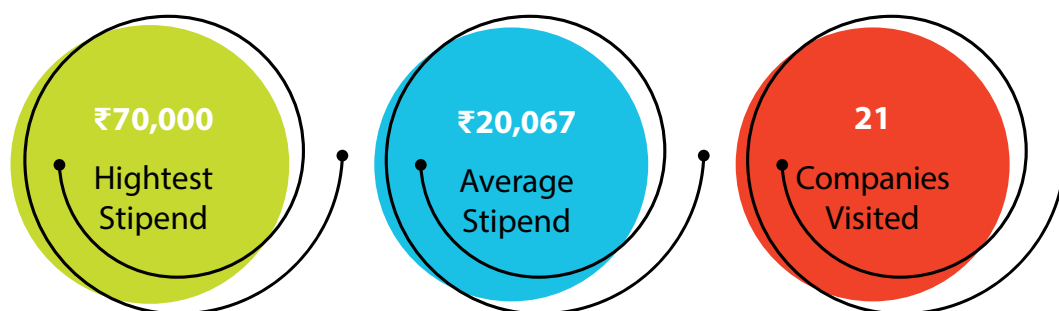
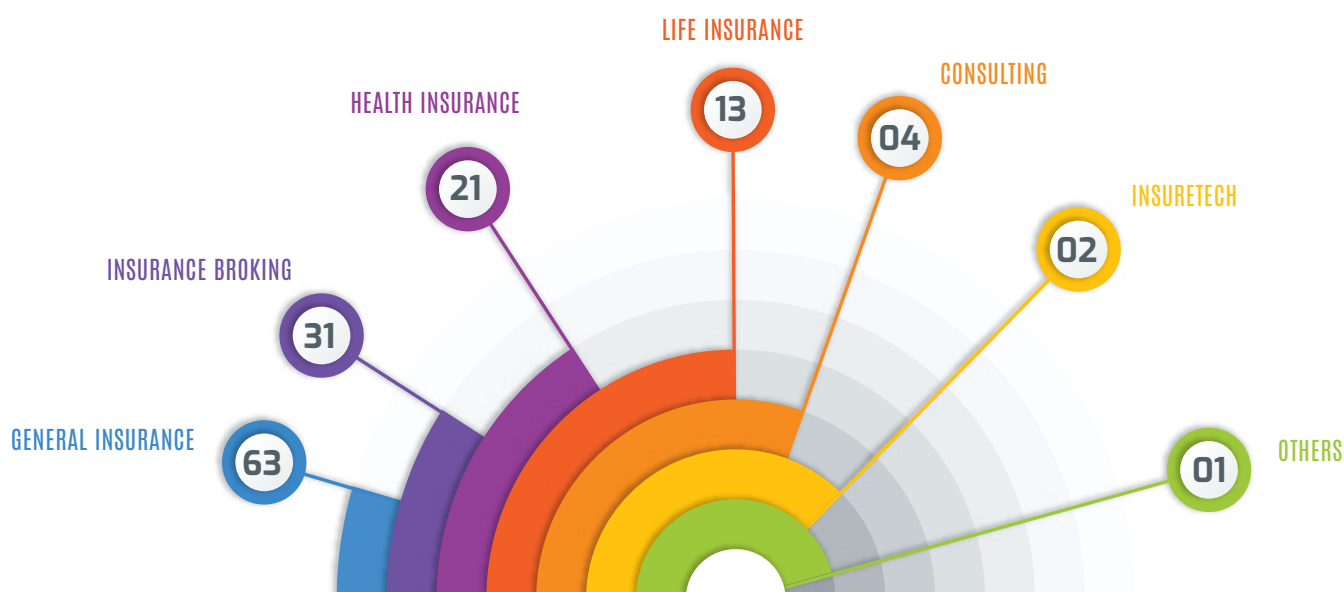


## BATCH 2022-24



# SUMMER INTERNSHIP PROGRAM STATISTICS

## Summer Internship Sector Wise Student Split



## SUMMER INTERNSHIP RECRUITERS





# STUDENT INDEX

Student Name	Qualification	Specialization	SIP Company	Work Ex.
Devanshu Lilha	B.A.	Economics & Maths	Mahindra Insurance Brokers Ltd.	
Nishtha Arora	B.Com (Hons)		Digit Insurance	
Sharvari Nitin Suvarna Vaidya	B.E.	Instrumentation	Mahindra Insurance Brokers Ltd.	
Jamalpur Burramukka Venkat Durgesh	B.Sc.	Life Science	Care Health Insurance	18
Niharika Kumari	B.Sc.	Nautical Science	Care Health Insurance	12
Pragya	B.Com (Hons)		SBI General Insurance Co. Ltd.	
Kartik Gupta	B.Com (Hons)		AON Insurance Brokers Pvt. Ltd.	
Simran Singh	B.Sc.	Life Sciences	Marsh India Insurance Brokers Pvt. Ltd.	
Dhruv Khanna	B.A. (Hons)	Economics	Marsh India Insurance Brokers Pvt. Ltd.	
Prafful Sapra	B.Com (Hons)		SBI General Insurance Co. Ltd.	16
Unnati Saxena	B.A.	Economics	Care Health Insurance	
Ritika Heda	BBA	General	Mahindra Insurance Brokers Ltd.	
Omkar Vilas Pharande	B.E.	Mechanical Engineering	Marsh India Insurance Brokers Pvt. Ltd.	
Yashika	B.Com (Hons)	Economics	Marsh India Insurance Brokers Pvt. Ltd.	
Shreya Pandey	B.Sc.	Chemistry	TATA AIG Co. Ltd.	
Meghana	B.Com	Accountancy	Mahindra Insurance Brokers Ltd.	
Ajay Markand Rao Choudhari	B.A.	Humaities	Bajaj Allianz General Insurance Company Ltd.	
Aarti Rajkumar Jajoo	B.Sc.	General	Bajaj Allianz General Insurance Company Ltd.	
Aparna Anil Jaya Agnihotri	B.E.	Computer Engineering	Digit Insurance	
Samridhi Ranjan	B.Com (Hons)	Finance	AON Insurance Brokers Pvt. Ltd.	
Rakesh Chiratla	B.Sc. (Hons)	Agriculture	Reliance Industries Limited.	

Student Name	Qualification	Specialization	SIP Company	Work Ex.
<b>Piyush Laxmikant Malewar</b>	B.Com	Costing	TATA AIG Co. Ltd.	
<b>Gaurav Kumar</b>	MS	Chemical Sciences	TATA AIG Co. Ltd.	
<b>Rohit Gajanan Bhople</b>	B.Sc.	General	Marsh McLennan	
<b>Aditya Singh Chauhan</b>	BBA		TATA AIG Co. Ltd.	
<b>Manav Waila</b>	B.Tech	Tool Engineering	AON Insurance Brokers Pvt. Ltd.	7
<b>Nibedita Sen</b>	B.Sc.	Life Sciences	Mahindra Insurance Brokers Ltd.	
<b>Nir Suhag Kumar Desai</b>	B.Com	Accounting & Auditing	Care Health Insurance Ltd.	
<b>Vishwesh Raghuvanshi</b>	B.Tech	Electrical & Electronics	Mahindra Insurance Brokers Ltd.	6
<b>Nakshane Ankit Arun</b>	B.E.	Electrical Engineering	Bajaj Allianz General Insurance Company Ltd.	
<b>Abhishek Bhushan Singh</b>	B.Com (Hons)	Accounts	SBI General Insurance Co. Ltd.	
<b>Anshika Raghuvanshi</b>	B.Sc. (Hons)	Chemistry (Hons) & Food Science	SBI General Insurance Co. Ltd.	
<b>Karnik Prathamesh Vinod Vrushali</b>	B.Com		Care Health Insurance Ltd.	18
<b>Shivangi</b>	B.Sc.	Life Sciences	Digit Insurance	
<b>Harsh Chandel</b>	BBA		TATA AIG Co. Ltd.	
<b>Abhishek Singh</b>	BBA	Human Resource Management	TATA AIG Co. Ltd.	
<b>Sawant Gaurav Jayram</b>	B.E.	Civil Engineering	Mahindra Insurance Brokers Ltd.	5
<b>Soniya Jain</b>	M.Com	Taxation	SBI General Insurance Co. Ltd.	
<b>Modi Harsh Sanjaykumar Alpaben</b>	B.E.	Mechanical Engineering	Magma HDI General Insurance Co. Ltd.	
<b>Chetan Joshi</b>	B.Sc. (Hons)	Agriculture	Aditya Birla Health Insurance Pvt. Ltd.	
<b>Rasekar Tanmay Sunil</b>	B.Tech	Biotechnology	Digit Insurance	
<b>Dewesh Kumar Gupta</b>	M.A.(Hons)	Political Science	Tata AIA Life Insurance Co. Ltd.	23
<b>Swagata Shyamal Ghosh</b>	B.Sc.	Geology, Botany, Chemistry	SBI General Insurance Co. Ltd.	
<b>Omprakash Parmar</b>	B.Sc.	Biology	Tata AIA Life Insurance Co. Ltd.	



Student Name	Qualification	Specialization	SIP Company	Work Ex.
Kushal Jain	BBA		Kotak Life Insurance Company Ltd.	
Dhananjay Kumar Singh	B.Com		Marsh McLennan	
Sachin Yadav	B.Sc. (Hons)	Mathematics	SBI General Insurance Co. Ltd.	18
Aniket Yadav	B.Com (Hons)	Finance	SBI General Insurance Co. Ltd.	
Paikaraj Jatin Ajay	B.Com	Marketing	Care Health Insurance	10
Priyanka Patil	B.Com	Taxation	Bajaj Allianz General Insurance Company Ltd.	
Swetha M S	B.Sc.	Chemistry	SBI General Insurance Co. Ltd.	
Borse Purushottam Shaligram	B.Sc. (Hons)	Agriculture	AON Insurance Brokers Pvt. Ltd.	
Nikhil Avinash Naphade	B.Com	Taxation	Bajaj Allianz General Insurance Company Ltd.	11
Sourabh Bagti	B.Tech	Industrial & Production	Digit Insurance	
Atul Kumar	B.Com (Hons)	Accounts	Max Life Insurance Co. Ltd.	
Kiran Govind Chopade	B.Tech	Mechanical Engineering	SBI Life Insurance Company Ltd.	
Parimal Manohar Singnare	B.Com		TATA AIG Co. Ltd.	6
Akshay L	B.Tech	Mechanical Engineering	Digit Insurance	46
Onkar Sukdev Jadhav	B.Com	Banking & Finance	TATA AIG Co. Ltd.	
S. Nandini	B.Com	Economics	Bajaj Allianz General Insurance Company Ltd.	
Tungana Sarat Kumar	B.Sc. (Hons)	Agriculture	Tata AIA Life Insurance Co. Ltd.	
Akshat Rai	B.Com	Banking & Finance	SBI Life Insurance Company Ltd.	
Ayu Kalidas Ramteke	M.Tech	CAD/CAM	Care Health Insurance	
Aman Vimal Sunil Kumar	B.Com	General	Care Health Insurance	8
Sakshi Mall	B.Com	Account & Business Administration	Tata AIA Life Insurance Co. Ltd.	
Saumya Pooja Maheshwari	B.Com	Accounts & Finance	Marsh India Insurance Brokers	
Chinmay Ajaykumar Patil	B.Sc. (Hons)	Agriculture	TATA AIG Co. Ltd.	

Student Name	Qualification	Specialization	SIP Company	Work Ex.
Vipul Kumar Mishra	B.voc	Food Processing & Management	ManipalCigna Health Insurance Ltd.	
Neha Gupta	M.Tech	Electrical Engineering	Mahindra Insurance Brokers Ltd.	
Lucky Choudhary	M.Sc	Biotechnology	TATA AIG Co. Ltd.	
Pavni Goyal	BBA	International Business	TATA AIG Co. Ltd.	
Sapra Aayush Krishna Shilu	B.Com	Banking & Insurance	Mahindra Insurance Brokers Ltd.	
Sourav Kumar	B.Tech	Mechanical Engineering	Mahindra Insurance Brokers Ltd.	34
Srinidhi Jupudi	B.Com (Hons)		Mahindra Insurance Brokers Ltd.	
Shukla Ramita Rajkumar Sangita	BBA	Finance	Kotak Life Insurance Company Ltd.	
Bathula Hanumaditya	B.Com	Accounts & Finance	Marsh India Insurance Brokers	30
Aditya Varshney	B.Tech	Civil Engineering	AON Insurance Brokers Pvt. Ltd.	
Abhishek Sharma	B.Tech	Computer Engineering	TATA AIG Co. Ltd.	4
Anuj Gupta	B.Sc. (Hons)		Care Health Insurance	6
Nilesh Kashyap	B.Tech	Mechanical Engineering	AON Insurance Brokers Pvt. Ltd.	
Leena Maha	B.Com (Hons)		Marsh McLennan	
Deepak Sharma	B.Sc.		Bajaj Allianz General Insurance Company Ltd.	
Anushka Hirawat	BMS		TATA AIG Co. Ltd.	
Sachin N Tahiramani	B.Com	Marketing Management	TATA AIG Co. Ltd.	14
Pandey Saurabh Arun Shashi	B.Com		Mahindra Insurance Brokers Ltd.	48
Gautam Udayabhanu	B.Tech	Mechanical Engineering	Marsh India Insurance Brokers	12
Salve Rushikesh Sudhakar Rao Karuna	B.E.	Computer Engineering	Care Health Insurance	
Divya H.	B.E.	Civil Engineering	Digit Insurance	14
Riya Parmar	B.Com (Hons)	Commerce	Magma HDI General Insurance Co. Ltd.	



Student Name	Qualification	Specialization	SIP Company	Work Ex.
Raj Pradeep Shah	B.Com	Cost & Works Accounting	Mahindra Insurance Brokers Ltd.	12
Arpit Verma	B.Sc.	Biology	SBI General Insurance Co. Ltd.	
Siddhant Tanwar	MOR	Operational Research	SBI Life Insurance Company Ltd.	
Rahul Alex Philip	B.Tech	Mechanical Engineering	Mahindra Insurance Brokers Ltd.	13
Dhore Vedant Manohar	B.Sc.	Statistics	Digit Insurance	
Kokane Pranav suryakant	BBA	General Management	Bajaj Allianz General Insurance Company Ltd.	
Pravin Kumar Singh	B.Tech	Information Technology	Care Health Insurance	18
Chauhan Bhavik Pankaj Usha	BMS	Finance	Tata AIA Life Insurance Co. Ltd.	4
Maniva Das	B.Com		TATA AIG Co. Ltd.	14
Amol Dubey	B.Com (Hons)		Magma HDI General Insurance Co. Ltd.	
Ankur Kumar	B.E.	Electronics & Communication	Digit Insurance	34
Satwik Budhreja	BBA	Finance	TATA AIG Co. Ltd.	
Chavan Aditya Sanjeev	B.E.	Civil Engineering	PolicyBazaar Insurance Brokers Pvt. Ltd.	75
Priyanka Sharma	B.Com (Hons)		Magma HDI General Insurance Co. Ltd.	
Ayush Dadhich	B.Sc.	Maths	Bajaj Allianz General Insurance Company Ltd.	
Jaya Vyas	B.Com	Foreign Trade	Bajaj Allianz General Insurance Company Ltd.	
Khan Zarin Riyaz	B.A.	Economics	Bajaj Allianz General Insurance Company Ltd.	
Rai Akash Arun Archana	B.E.	Electronics Engineering	Digit Insurance	9
Priyal Gujrati	B.Com (Hons)		SBI General Insurance Co. Ltd.	
Jethwani Hiral Bhagwandas	BBA	Finance	Finsall Resources Pvt. Ltd.	
Harshita Saini	B.Sc.	Mathematics	Care Health Insurance	22
Shubham Manohar Dhore	B.E.	Mechanical Engineering	Bajaj Allianz General Insurance Company Ltd.	7

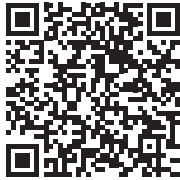
Student Name	Qualification	Specialization	SIP Company	Work Ex.
Suraj Gupta	B.Pharm	Pharmacy	Care Health Insurance	
Malhotra Taran Dinesh	B.Com	Advance Accounting & Auditing	Care Health Insurance	17
Stuti Singh	BBA		AON Insurance Brokers Pvt. Ltd.	
Pranav Rai	BBA	Finance	Finsall Resources Pvt. Ltd.	
Nade Vaishnavi Vinayak	BBA IB	International Business	Bajaj Allianz General Insurance Company Ltd.	4
Sourabh Gupta	B.Tech	Information Technology	Care Health Insurance	
Manisha Jaiswal	B.Com (Hons)	Finance	Bajaj Allianz General Insurance Company Ltd.	
Vardhave Sagar Vijaykumar Pooja	B.E.	Computer Engineering	Digit Insurance	
Ram Krishna Singh	B.A. (Hons)	Social Science (History)	New India Assurance Co. Ltd.	
Dibyayan Majumder	M.Sc	Agriculture	Care Health Insurance	8
Harsh Kumar	B.E.	Mechanical	Care Health Insurance	
Dipanshu Rathore	B.E.	Civil Engineering	Digit Insurance	
Rohit Kumar	B.Sc.	Chemistry Honours	ManipalCigna Health Insurance Ltd.	
Aditya Singh	B.A. (Hons)	English	SBI Life Insurance Company Ltd.	
Shirsh Raj	B.A. (Hons)	Humanities & Social science	Bajaj Allianz General Insurance Company Ltd.	
Somesh Ranjan Priyam	B.Sc.	Physical Science with Chemistry	PolicyBazaar Insurance Brokers Pvt. Ltd.	
Harsh Waghmare	B.Com	Accounting & Tax Management	Mahindra Insurance Brokers Ltd.	
Anuj Kumar	B.Com (Hons)	Accounts	New India Assurance Co. Ltd.	
Nimish Bafna	BBA	Finance	Liberty General Insurance Ltd.	



# STUDENT PROFILE



**Devanshu  
Lilha**



**Company for SIP**

Mahindra Insurance Brokers Ltd.

**Department**

Corporate Sales - Non M&M

**Project Title**

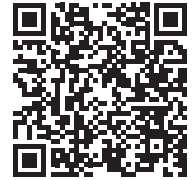
Identify Risks Associated With Various Industries, Conduct Market Mapping for Liability Insurance for Industries in Delhi NCR

**Certifications**

Licentiate, Insurance Institute of India



**Nishtha  
Arora**



**Company for SIP**

Go Digit General Insurance Ltd.

**Department**

Reinsurance and Commercial Lines

**Project Title**

Underwriting of Solar Based Power Plants

**Certifications**

Licentiate, Insurance Institute of India



**Vaidya Sharvari  
Nitin Suvarna**



**Company for SIP**

Mahindra Insurance Brokers Ltd.

**Department**

Employee Benefits

**Project Title**

Improving the TAT of Employee Benefits Claims and Endorsements

**Certifications**

Associate, Insurance Institute of India



**Jamalpur Burramukka  
Venkat Durgesh**



**Company for SIP**

Care Health Insurance Ltd.

**Department**

Renewals

**Project Title**

Business Mapping of JSOs and Working on their Incentives & Analyzing the Policy Renewal Rates and Factors Contributing to it

**Certifications**

Licentiate, Insurance Institute of India

# STUDENT PROFILE



**Niharika  
Kumari**



**Company for SIP**

Care Health Insurance Ltd.

**Department**

Claims Provider

**Project Title**

Hospital Scrutinization for Cashless  
Empanelment



**Pragya**



**Company for SIP**

SBI General Insurance Co. Ltd.

**Department**

Claims

**Project Title**

Enhancing Customer Experience Using Digital  
Platform, Process Improvement & WOW  
Moment

**Certifications**

Licentiate, Insurance Institute of India



**Kartik  
Gupta**



**Company for SIP**

AON India Insurance Brokers Pvt. Ltd.

**Department**

Property, Construction, Power & Infrastructure

**Project Title**

ESG and It's Relevance to Conventional Energy  
Resources

**Certifications**

Licentiate, Insurance Institute of India



**Simran  
Singh**



**Company for SIP**

Marsh India Insurance Brokers Pvt. Ltd.

**Department**

Employee Health & Benefits

**Project Title**

Enhancing Employee Benefit Account  
Management and Renewal Processes for  
Improved Client Retention and Operational  
Efficiency

**Certifications**

Associate, Insurance Institute of India



# STUDENT PROFILE



**Dhruv  
Khanna**



**Company for SIP**

Marsh India Insurance Brokers Pvt. Ltd.

**Department**

Marsh Multinational

**Project Title**

Deep Mining into Marsh Multinational in the Region for Revenue Uptake Opportunities

**Certifications**

Associate, Insurance Institute of India



**Prafful  
Sapra**



**Company for SIP**

SBI General Insurance Co. Ltd.

**Department**

Claims

**Project Title**

Claims Investigation and Loss Mitigation (Health and PA Investigation)

**Certifications**

Licentiate, Insurance Institute of India



**Unnati  
Saxena**



**Company for SIP**

Care Health Insurance Ltd.

**Department**

Bancassurance

**Project Title**

Empowering Client Data Management and Enhancing Customer Perseverance Experience

**Certifications**

Licentiate, Insurance Institute of India



**Ritika  
Heda**



**Company for SIP**

Mahindra Insurance Brokers Ltd.

**Department**

Corporate Sales - Non M&M

**Project Title**

Potential Opportunities in Liabilities Insurance

**Certifications**

Licentiate, Insurance Institute of India

# STUDENT PROFILE



**Omkar  
Vilas Pharande**



**Company for SIP**

Marsh India Insurance Brokers Pvt. Ltd.

**Department**

Power and Renewable Energy

**Project Title**

Comprehensive Analysis and Mapping of Renewable Energy Market With Potential Clients for Marsh India Insurance Brokers

**Certifications**

Licentiate, Insurance Institute of India



**Yashika**



**Company for SIP**

Marsh India Insurance Brokers Pvt. Ltd.

**Department**

Employee Health & Benefits

**Project Title**

Hospital Discounting: GIPSA, Non-GIPSA Rates, Cities, Ailments Non-Medical Expenses and Claims Impact Trending Benefits for GMC/GPA Policies With Premium Impact

**Certifications**

Licentiate, Insurance Institute of India



**Shreya  
Pandey**



**Company for SIP**

Tata AIG General Insurance Co. Ltd.

**Department**

Property & Energy

**Project Title**

Mapping Market potential for Upcoming New Zones



**Meghana**



**Company for SIP**

Mahindra Insurance Brokers Ltd.

**Department**

Corporate Sales - Non M&M

**Project Title**

Future of Corporate Broker in Corporate Business and what Competitive Advantage they can have

**Certifications**

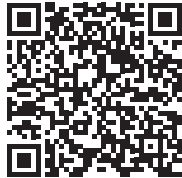
Licentiate, Insurance Institute of India



# STUDENT PROFILE



**Ajay Markand Rao Choudhari**



**Company for SIP**

Bajaj Allianz General Insurance Co. Ltd.

**Department**

Commercial and Emerging Product

**Project Title**

Firming Up a Product Growth Strategy Through Market Research and Analysis

**Certifications**

Associate, Insurance Institute of India



**Aarti Rajkumar Jajoo**



**Company for SIP**

Bajaj Allianz General Insurance Co. Ltd.

**Department**

Liability Underwriting

**Project Title**

Comprehensive Analysis and Recommendations for Mutual Fund Asset Protection Policy

**Certifications**

Licentiate, Insurance Institute of India



**Aparna Anil Jaya Agnihotri**



**Company for SIP**

Go Digit General Insurance Ltd.

**Department**

Reinsurance and Commercial Lines

**Project Title**

A Comprehensive Underwriting Study: Investigating Operational Factors Affecting a Sugar Factory

**Certifications**

Licentiate, Insurance Institute of India



**Samridhi Ranjan**



**Company for SIP**

AON India Insurance Brokers Pvt. Ltd.

**Department**

Health Solutions - Business Development

**Project Title**

Market Research on Health Solutions Product Offtake and Requirements in the Respective Markets

**Certifications**

Licentiate, Insurance Institute of India

# STUDENT PROFILE



**Rakesh  
Chiratla**



**Company for SIP**

Reliance Industries Ltd

**Department**

Corporate Insurance

**Project Title**

Preparation of BRD, FSD and UI/UX Models for Developing of API With Insurance Companies for e-Invoicing & Credit Notes

**Certifications**

Licentiate, Insurance Institute of India



**Piyush Laxmikant  
Malewar**



**Company for SIP**

Tata AIG General Insurance Co. Ltd.

**Department**

SME

**Project Title**

Research of SME Property Insurance Insurtech Landscape In India

**Certifications**

Licentiate, Insurance Institute of India



**Gaurav  
Kumar**



**Company for SIP**

Tata AIG General Insurance Co. Ltd.

**Department**

Casualty Lines

**Project Title**

Product Suite Benchmarking for Casualty Lines

**Certifications**

Licentiate, Insurance Institute of India



**Rohit  
Gajanan Bhopale**



**Company for SIP**

Marsh McLennan Global Services India Pvt. Ltd.

**Department**

Cyber Risk Consulting

**Project Title**

Development of Benchmarking Strategies and Cyber Metrics

**Certifications**

Licentiate, Insurance Institute of India



# STUDENT PROFILE



**Aditya Singh  
Chauhan**



**Company for SIP**

Tata AIG General Insurance Co. Ltd.

**Department**

Propert & Energy

**Project Title**

Identify New Business Opportunities via  
Quantitative Analysis of Fire Insurance  
Premium of Key Industry Segments of Mumbai

**Certifications**

Licentiate, Insurance Institute of India



**Manav  
Waila**



**Company for SIP**

AON India Insurance Brokers Pvt. Ltd.

**Department**

ICB/Claims department

**Project Title**

Identify Clients With TO of 150 to 300 crs With  
Details on Stakeholders etc (ICB)

**Certifications**

Licentiate, Insurance Institute of India



**Nibedita  
Sen**



**Company for SIP**

Mahindra Insurance Brokers Ltd.

**Department**

Reinsurance

**Project Title**

Potential of Reinsurance Facilities for Various  
Product Lines i.e. Cyber, SAT and PV in the  
Indian Market

**Certifications**

Licentiate, Insurance Institute of India



**Nir Suhag Kumar  
Desai**



**Company for SIP**

Care Health Insurance Ltd.

**Department**

Finance

**Project Title**

Comparative Financial Exploration of CHIL and  
its Competitors in the Standalone Health  
Insurance Market

**Certifications**

Licentiate, Insurance Institute of India

# STUDENT PROFILE



**Vishwesh  
Raghuvanshi**



**Company for SIP**

Mahindra Insurance Brokers Ltd.

**Department**

Underwriting and Risk Survey

**Project Title**

Assessment and Benchmarking of Best Practices of US/Europe Property and Casualty Market

**Certifications**

Licentiate, Insurance Institute of India



**Ankit  
Arun Nakshane**



**Company for SIP**

Bajaj Allianz General Insurance Co. Ltd.

**Department**

Product Development

**Project Title**

Product Factory Repository of Internal and Industry Policy Coverages, Exploring E-comm Platforms for Product Proposition

**Certifications**

Licentiate, Insurance Institute of India



**Abhishek  
Bhushan Singh**



**Company for SIP**

SBI General Insurance Co. Ltd.

**Department**

Bancassurance

**Project Title**

Comparative Analysis of Cyber Insurance Policies and Examination of D&O Policy Underwriting: A Comprehensive Review

**Certifications**

Licentiate, Insurance Institute of India



**Anshika  
Raghuvanshi**



**Company for SIP**

SBI General Insurance Co. Ltd.

**Department**

Reinsurance and Product Development

**Project Title**

Product Benchmarking, Market Analysis and Portfolio Monitoring of SBI General's Products With Other Industry Product



# STUDENT PROFILE



**Prathamesh Vinod  
Vrushali Karnik**



**Company for SIP**

Care Health Insurance Ltd.

**Department**

Claims Provider

**Project Title**

Hospital Scrutinization for Cashless  
Empanelment

**Certifications**

Licentiate, Insurance Institute of India



**Shivangi**



**Company for SIP**

Go Digit General Insurance Ltd.

**Department**

Reinsurance and Commercial Lines

**Project Title**

Underwriting of Battery Manufacturing

**Certifications**

Licentiate, Insurance Institute of India



**Harsh  
Chandel**



**Company for SIP**

Tata AIG General Insurance Co. Ltd.

**Department**

HOM - Commercial Lines

**Project Title**

CL Business and Distribution Analysis of  
Varanasi

**Certifications**

Licentiate, Insurance Institute of India



**Abhishek  
Singh**



**Company for SIP**

Tata AIG General Insurance Co. Ltd.

**Department**

Broking B&C

**Project Title**

Best Practices for Servicing of Marine Business  
and Creating Back Market Leadership Position

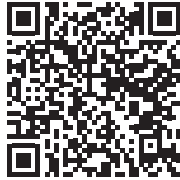
**Certifications**

Licentiate, Insurance Institute of India

# STUDENT PROFILE



**Gaurav  
Jayram Sawant**



**Company for SIP**

Mahindra Insurance Brokers Ltd.

**Department**

Corporate Sales - Non M&M

**Project Title**

Unlocking the Potential of Liability Insurance in Maharashtra: Strategies and Opportunities



**Soniya  
Jain**



**Company for SIP**

SBI General Insurance Co. Ltd.

**Department**

Claims

**Project Title**

Automation in Data Extraction and Reports Generation of Motor Third Party Claims

**Certifications**

Licentiate, Insurance Institute of India



**Harsh Sanjaykumar  
Alpaben Modi**



**Company for SIP**

Magma HDI General Insurance Co. Ltd.

**Department**

Commercial Underwriting

**Project Title**

Development of an Underwriting Tool to Reduce the Overall Underwriting Time in CAR/EAR Policies.

**Certifications**

Licentiate, Insurance Institute of India



**Chetan  
Joshi**



**Company for SIP**

Aditya Birla Health Insurance Co. Ltd.

**Department**

Claims Motor OD

**Project Title**

Quality Checking Through QSQ, Market Research for TPA about their Fee Mechanism, Claim Analysis for Empanelled Hospitals

**Certifications**

Licentiate, Insurance Institute of India



# STUDENT PROFILE



**Tanmay Sunil  
Rasekar**



**Company for SIP**

Go Digit General Insurance Ltd.

**Department**

Business Process

**Project Title**

Designing, Development and Delivery of Tech Based Product Through Corporate Portal in Life Insurance Business

**Certifications**

Licentiate, Insurance Institute of India



**Dewesh Kumar  
Gupta**



**Company for SIP**

TATA AIA Life Insurance Co. Ltd.

**Department**

Central Partner Support Team

**Project Title**

Onboarding and Integration of New Partners



**Swagata  
Shyamal Ghosh**



**Company for SIP**

SBI General Insurance Co. Ltd.

**Department**

Health Underwriting

**Project Title**

Unlocking Efficiency : Transforming Group Health Underwriting Through Digitalization and Software Validation

**Certifications**

Licentiate, Insurance Institute of India



**Aditya Sanjeev  
Chavan**



**Company for SIP**

Policybazaar Insurance Brokers Pvt. Ltd.

**Department**

Trainee Underwriter

**Project Title**

Partner Relationship Management

**Certifications**

Licentiate, Insurance Institute of India

# STUDENT PROFILE



**Kushal  
Jain**



**Company for SIP**

Kotak Mahindra Life Insurance Co. Ltd.

**Department**

Alternate Healthcare Team

**Project Title**

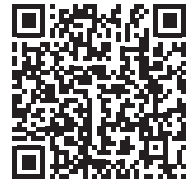
Efficacy of Platform, Features Offered and Engagement Plan

**Certifications**

Licentiate, Insurance Institute of India



**Dhananjay  
Kumar Singh**



**Company for SIP**

Marsh McLennan Global Services India Pvt. Ltd.

**Department**

Risk Consulting

**Project Title**

Formation of Operational Resilience Framework

**Certifications**

Licentiate, Insurance Institute of India



**Sachin  
Yadav**



**Company for SIP**

SBI General Insurance Co. Ltd.

**Department**

Health Underwriting

**Project Title**

Transforming Group Health Underwriting Through Digitalization and Software Validation for Enhanced Quotation Process

**Certifications**

Licentiate, Insurance Institute of India



**Aniket  
Yadav**



**Company for SIP**

SBI General Insurance Co. Ltd.

**Department**

Claims

**Project Title**

Getting in Touch With Customers at Various Stages of Claim Process in Regional Language

**Certifications**

Licentiate, Insurance Institute of India



## STUDENT PROFILE



**Jatin Ajay  
Paikaray**



**Company for SIP**

Care Health Insurance Ltd.

**Department**

Claims Provider

**Project Title**

Hospital Scrutinization for Cashless  
Empanelment



**Priyanka  
Patil**



**Company for SIP**

Bajaj Allianz General Insurance Co. Ltd.

**Department**

Commercial and Emerging Product

**Project Title**

Firming Up a Product Growth Strategy Through  
Market Research and Analysis



**Swetha  
M S**



**Company for SIP**

SBI General Insurance Co. Ltd.

**Department**

Underwriting and Risk Survey

**Project Title**

Comprehending SBIG's Engineering Products  
and Testing Engineering Product CAR on SARAL  
Portal : A Study

**Certifications**

Licentiate, Insurance Institute of India



**Purushottam  
Shaligram Borse**



**Company for SIP**

AON India Insurance Brokers Pvt. Ltd.

**Department**

Health Solutions - Business Development

**Project Title**

Market Research on Health Solutions Product  
Offtake and Requirements in the Respective  
Markets

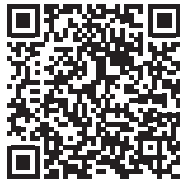
**Certifications**

Associate, Insurance Institute of India

# STUDENT PROFILE



**Nikhil Avinash  
Naphade**



**Company for SIP**

Bajaj Allianz General Insurance Co. Ltd.

**Department**

Websales

**Project Title**

Hunting Newage Partners and Strategic Alliance With Websales Reports and Analysis

**Certifications**

Licentiate, Insurance Institute of India



**Sourabh  
Bagti**



**Company for SIP**

Go Digit General Insurance Ltd.

**Department**

Reinsurance and Commercial Lines

**Project Title**

Hazard Analysis of Iron Ore Open Cast Mines in Jharkhand with respect to SFSP and WC policy

**Certifications**

Licentiate, Insurance Institute of India



**Atul  
Kumar**



**Company for SIP**

Max Life Insurance Co. Ltd.

**Department**

Finance

**Project Title**

Eliminator - Efficiency in Query and Escalation Management for Finance Function

**Certifications**

Licentiate, Insurance Institute of India



**Kiran Govind  
Chopade**



**Company for SIP**

SBI Life Insurance Co. Ltd.

**Department**

Risk Management

**Project Title**

Data Protection and Governance



# STUDENT PROFILE



**Manohar  
Singnare Parimal**



**Company for SIP**

Tata AIG General Insurance Co. Ltd.

**Department**

Broking B&C

**Project Title**

Map Best Practices and Create USP's for TAGIC on Servicing of GHI & GPA Policies in GI Industry

**Certifications**

Licentiate, Insurance Institute of India



**Ram Krishna  
Singh**



**Company for SIP**

New India Assurance Co. Ltd.

**Department**

Underwriting, Claims, Recoveries and Accounting

**Project Title**

Comparing the Coverages, Exclusions, Add-ons Under MOI Offered by Various GI Companies in the UAE



**Akshay L**



**Company for SIP**

Go Digit General Insurance Ltd.

**Department**

Reinsurance and Commercial Lines

**Project Title**

Underwriting of Pharmaceutical/ Chemical Industry

**Certifications**

Licentiate, Insurance Institute of India



**Onkar  
Sukdev Jadhav**



**Company for SIP**

Tata AIG General Insurance Co. Ltd.

**Department**

Broking B&C

**Project Title**

Improving TAT & Zero Error Inward Achieving a 99.99% FTR Across All LOBs Inward TAT of 99% of Files Since Inception

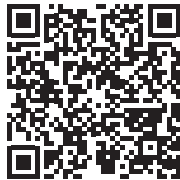
**Certifications**

Licentiate, Insurance Institute of India

# STUDENT PROFILE



**S. Nandini**



**Company for SIP**

Bajaj Allianz General Insurance Co. Ltd.

**Department**

Product Development

**Project Title**

Product Factory: Repository of Internal and Industry Policy Coverages; Exploring E-Comm Platforms for Product Proposition



**Akshat Rai**



**Company for SIP**

SBI Life Insurance Co. Ltd.

**Department**

Risk Management

**Project Title**

Reviewing Fraud Monitoring Framework for Risk Management at SBI Life Insurance Co.Ltd

**Certifications**

Licentiate, Insurance Institute of India



**Ayu Kalidas Ramteke**



**Company for SIP**

Care Health Insurance Ltd.

**Department**

Agency

**Project Title**

Integrated Approach for Enhancing Insurance Sales, Productivity, and Organizational Growth



**Aman Vimal Sunil Kumar**



**Company for SIP**

Care Health Insurance Ltd.

**Department**

Marketing

**Project Title**

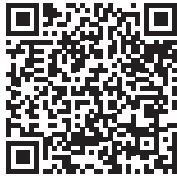
Building Social Media Content Strategy



# STUDENT PROFILE



**Saumya Pooja  
Maheshwari**



**Company for SIP**

Marsh India Insurance Brokers Pvt. Ltd.

**Department**

Risk Management Practices

**Project Title**

Study on Captives and Alternative Risk Transfers (ART) in Risk Management

**Certifications**

Licentiate, Insurance Institute of India



**Chinmay  
Ajaykumar Patil**



**Company for SIP**

Tata AIG General Insurance Co. Ltd.

**Department**

Broking B&C

**Project Title**

Identify/Map Cross/Upsell in UL, L, SME & MM  
Increase Product Density With Major Accounts



**Vipul Kumar  
Mishra**



**Company for SIP**

Manipal Cigna Health Insurance Co. Ltd.

**Department**

Operations

**Project Title**

Optimisation of Third Party Administration  
Governance During Claims Settlement

**Certifications**

Licentiate, Insurance Institute of India



**Neha  
Gupta**



**Company for SIP**

Mahindra Insurance Brokers Ltd.

**Department**

Corporate Sales - Non M&M

**Project Title**

Risk Identification & Mitigation Techniques  
Followed by Corporates and Understanding  
Their Insurance Purchase Practices

**Certifications**

Licentiate, Insurance Institute of India

# STUDENT PROFILE



**Lucky  
Choudhary**



**Company for SIP**

Tata AIG General Insurance Co. Ltd.

**Department**

Health Insurance

**Project Title**

Automation of Risk Identification of Retail Health Insurance Products

**Certifications**

Licentiate, Insurance Institute of India



**Pavni  
Goyal**



**Company for SIP**

Tata AIG General Insurance Co. Ltd.

**Department**

Broking A

**Project Title**

LOB Wise Wallet Mapping of Brokers and Major Accounts Mapping in Delhi Along With Creating a Competitive Edge

**Certifications**

Licentiate, Insurance Institute of India



**Aayush Krishna  
Shilu Sapra**



**Company for SIP**

Mahindra Insurance Brokers Ltd.

**Department**

Employee Benefits

**Project Title**

Employee Benefit Placements to Support Sales Team to Acquire New Clients

**Certifications**

Associate, Insurance Institute of India



**Sourav  
Kumar**



**Company for SIP**

Mahindra Insurance Brokers Ltd.

**Department**

Corporate Sales - M&M

**Project Title**

Insurance and Risk Analysis of Key Industries

**Certifications**

Associate, Insurance Institute of India



# STUDENT PROFILE



**Srinidhi  
Jupudi**



**Company for SIP**

Mahindra Insurance Brokers Ltd.

**Department**

Retail

**Project Title**

Simplifying the POSP Remuneration Process for Motor Policies and Analysing its Factors

**Certifications**

Licentiate, Insurance Institute of India



**Ramita Rajkumar  
Sangita Shukla**



**Company for SIP**

Kotak Mahindra Life Insurance Co. Ltd.

**Department**

Human Resources

**Project Title**

Performance Optimization Framework



**Bathula  
Hanumaditya**



**Company for SIP**

Marsh India Insurance Brokers Pvt. Ltd.

**Department**

Marsh Multinational

**Project Title**

Insights Into Cyber Insurance: A Comprehensive End-to-End Study

**Certifications**

Fellow, Insurance Institute of India



**Aditya  
Varshney**



**Company for SIP**

AON India Insurance Brokers Pvt. Ltd.

**Department**

Property, Construction, Power & Infrastructure

**Project Title**

Extensive Market Research on Available BSUS and BLUS Policies Across All General Insurers in India

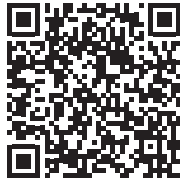
**Certifications**

Licentiate, Insurance Institute of India

# STUDENT PROFILE



**Abhishek  
Sharma**



**Company for SIP**

Tata AIG General Insurance Co. Ltd.

**Department**

Casualty Lines

**Project Title**

Market Mapping of Casualty Lines in Mumbai Market

**Certifications**

Licentiate, Insurance Institute of India



**Anuj  
Gupta**



**Company for SIP**

Care Health Insurance Ltd.

**Department**

Agency

**Project Title**

Enhancing Health Insurance Sales, Productivity, & Organizational Growth via Knowledge, Analytics & Talent Development

**Certifications**

Licentiate, Insurance Institute of India



**Nilesh  
Kashyap**



**Company for SIP**

AON India Insurance Brokers Pvt. Ltd.

**Department**

Health Solutions - Business Development

**Project Title**

Market Research on Health Solutions Product Offtake and Requirements in the Respective Markets

**Certifications**

Licentiate, Insurance Institute of India



**Leena  
Maha**



**Company for SIP**

Marsh McLennan Global Services India Pvt. Ltd.

**Department**

International Consulting

**Project Title**

ESG Benchmarking of Insurance Companies

**Certifications**

Licentiate, Insurance Institute of India

# STUDENT PROFILE



**Deepak  
Sharma**



**Company for SIP**

Bajaj Allianz General Insurance Co. Ltd.

**Department**

Liability Underwriting

**Project Title**

Analysis of Directors and Officers Liability Policies and Exploring the M&A Liability Insurance Market Potential

**Certifications**

Licentiate, Insurance Institute of India



**Anushka  
Hirawat**



**Company for SIP**

Tata AIG General Insurance Co. Ltd.

**Department**

Reinsurance

**Project Title**

Understand Requirements of MIS, Public Disclosures and Audit. Suggest Processes for Standardising the Data and Creating a Reckoner

**Certifications**

Licentiate, Insurance Institute of India



**Sachin N.  
Tahilramani**



**Company for SIP**

Tata AIG General Insurance Co. Ltd.

**Department**

Agency Commercial Business

**Project Title**

Comparative Analysis of Balance Transfer / Refund Request With Top 5 Private Companies

**Certifications**

Licentiate, Insurance Institute of India



**Saurabh Arun  
Shashi Pandey**



**Company for SIP**

Mahindra Insurance Brokers Ltd.

**Department**

Reinsurance

**Project Title**

Market Research on Reinsurance Business Potential in Latin America Region

**Certifications**

Licentiate, Insurance Institute of India



# STUDENT PROFILE



**Gautam  
Udayabhanu**



**Company for SIP**

Marsh India Insurance Brokers Pvt. Ltd.

**Department**

Marine

**Project Title**

Developing a Comprehensive Business Plan for Marsh India's Expansion Into the Space Insurance Market

**Certifications**

Licentiate, Insurance Institute of India



**Rushikesh Sudhakar Rao  
Karuna Salve**



**Company for SIP**

Care Health Insurance Ltd.

**Department**

Claims Provider

**Project Title**

Hospital Scrutinization for Cashless Empanelment

**Certifications**

Licentiate, Insurance Institute of India



**Divya H**



**Company for SIP**

Go Digit General Insurance Ltd.

**Department**

Reinsurance and Commercial Lines

**Project Title**

Underwriting of Wind Mills

**Certifications**

Licentiate, Insurance Institute of India  
awaiting of Wind Mills.



**Riya  
Parmar**



**Company for SIP**

Magma HDI General Insurance Co. Ltd.

**Department**

Fire Insurance

**Project Title**

Dwelling Portfolio Analysis of Microfinance Company and Process Efficiency by Data Mapping of Claims

**Certifications**

Licentiate, Insurance Institute of India

# STUDENT PROFILE



**Raj  
Pradeep Shah**



**Company for SIP**

Mahindra Insurance Brokers Ltd.

**Department**

Employee Benefits

**Project Title**

EB Claims MIS Analysis, Reports and Presentation for Clients

**Certifications**

Licentiate, Insurance Institute of India



**Arpit  
Verma**



**Company for SIP**

SBI General Insurance Co. Ltd.

**Department**

Claims

**Project Title**

Advancement of Claim Procedure Optimization in the Insurance Industry

**Certifications**

Licentiate, Insurance Institute of India



**Siddhant  
Tanwar**



**Company for SIP**

SBI Life Insurance Co. Ltd.

**Department**

Cyber Security

**Project Title**

An in Depth Study of Information Security Dashboard



**Rahul  
Alex Philip**



**Company for SIP**

Mahindra Insurance Brokers Ltd.

**Department**

Corporate Sales - Non M&M

**Project Title**

Enhancing Corporate Acquisition and Competitive Positioning for Mahindra Insurance Brokers in Maharashtra

**Certifications**

Licentiate, Insurance Institute of India

# STUDENT PROFILE



**Vedant  
Manohar Dhere**



**Company for SIP**

Go Digit General Insurance Ltd.

**Department**

Reinsurance and Commercial Lines

**Project Title**

Tailored Liability Solutions for MSMEs Having Turnover Below 200 Crores

**Certifications**

Licentiate, Insurance Institute of India



**Pranav  
Suryakant Kokane**



**Company for SIP**

Bajaj Allianz General Insurance Co. Ltd.

**Department**

Commercial Underwriting

**Project Title**

State Wise Market Study of GI Companies in Fire Insurance Portfolio

**Certifications**

Licentiate, Insurance Institute of India



**Pravin Kumar  
Singh**



**Company for SIP**

Care Health Insurance Ltd.

**Department**

Data Analytics

**Project Title**

Auditing of Endorsement Request, Premium, Payment, Refund & Claim Processing Management Along With TAT Framework for GMC

**Certifications**

Licentiate, Insurance Institute of India



**Somesh  
Ranjan Priyam**



**Company for SIP**

Policybazaar Insurance Brokers Pvt. Ltd.

**Department**

Trainee Underwriter

**Project Title**

Developing a Standard RFQ Model to Streamline the Information Gathering Process

**Certifications**

Licentiate, Insurance Institute of India



# STUDENT PROFILE



**Maniva  
Das**



**Company for SIP**

Tata AIG General Insurance Co. Ltd.

**Department**

Broking A

**Project Title**

Improving TAT & Zero Error Inward Achieving a 99.99% FTR Across All LOBs Inward TAT of 99% of Files Since Inception

**Certifications**

Licentiate, Insurance Institute of India



**Amol  
Dubey**



**Company for SIP**

Magma HDI General Insurance Co. Ltd.

**Department**

Motor OD claims

**Project Title**

Re-Engineering Motor OD Claims Process

**Certifications**

Licentiate, Insurance Institute of India



**Ankur  
Kumar**



**Company for SIP**

Go Digit General Insurance Ltd.

**Department**

Reinsurance and Commercial Lines

**Project Title**

Underwriting of Drone insurance

**Certifications**

Licentiate, Insurance Institute of India



**Satwik  
Budhraja**



**Company for SIP**

Tata AIG General Insurance Co. Ltd.

**Department**

Trade Credit

**Project Title**

To Identify Potential Producer and Market Which Should Lead to Enhancing Business for Trade Credit

**Certifications**

Licentiate, Insurance Institute of India

# STUDENT PROFILE



**Omprakash  
Parmar**



**Company for SIP**

TATA AIA Life Insurance Co. Ltd.

**Department**

Business Solutions Group

**Project Title**

Incidents Management in Business Solutions Department

**Certifications**

Licentiate, Insurance Institute of India



**Priyanka  
Sharma**



**Company for SIP**

Magma HDI General Insurance Co. Ltd.

**Department**

Property

**Project Title**

Simplifying Underwriting Guidelines and Developing an Underwriting Tool for Property Insurance Products

**Certifications**

Licentiate, Insurance Institute of India



**Ayush  
Dadhich**



**Company for SIP**

Bajaj Allianz General Insurance Co. Ltd.

**Department**

Health Administration Team

**Project Title**

Market Analysis of Health Products Offered by BAGIC and Enhancing Customer Experience in Online Health Insurance Purchases

**Certifications**

Licentiate, Insurance Institute of India



**Jaya  
Vyas**



**Company for SIP**

Bajaj Allianz General Insurance Co. Ltd.

**Department**

Websales

**Project Title**

Tracking Renewal Conversation to Automate, Follow Up With Websales Department

**Certifications**

Licentiate, Insurance Institute of India

# STUDENT PROFILE



**Zarin  
Riyaz Khan**



**Company for SIP**

Bajaj Allianz General Insurance Co. Ltd.

**Department**

Websales

**Project Title**

Synergizing Insurance Practices: Mitigating Fraud, Affinity Product Development, Product Comparison and Expanding New Tie Ups

**Certifications**

Licentiate, Insurance Institute of India



**Akash Arun  
Archana Rai**



**Company for SIP**

Go Digit General Insurance Ltd.

**Department**

Reinsurance and Commercial Lines

**Project Title**

EAR for Thermal Power Plant and Case Studies Related to Losses in EAR



**Priyal  
Gujrati**



**Company for SIP**

SBI General Insurance Co. Ltd.

**Department**

Health Claims

**Project Title**

Streamlining Instant Cashless Bill Processing With Credit Period Synchronization



**Hiral Bhagwandas  
Jethwani**



**Company for SIP**

Finsall Resources Pvt. Ltd.

**Department**

Finance

**Project Title**

Critical Analysis of How Premium Financing Is Making Insurance as a Conventional Need for the Insurance Market



# STUDENT PROFILE



**Harshita  
Saini**



**Company for SIP**

Care Health Insurance Ltd.

**Department**

Information Technology

**Project Title**

Enhancing Organizational Cybersecurity: Role of Penetration Testing and Vulnerability Assessment in Information Security

**Certifications**

Licentiate, Insurance Institute of India



**Shubham  
Manohar Dhore**



**Company for SIP**

Bajaj Allianz General Insurance Co. Ltd.

**Department**

Health Administration Team

**Project Title**

Comparative Analysis of Health Insurance Products With Other Insurers  
Study of Fraud in Travel Insurance

**Certifications**

Licentiate, Insurance Institute of India



**Suraj  
Gupta**



**Company for SIP**

Care Health Insurance Ltd.

**Department**

Information Technology

**Project Title**

Research on Affordability of Premiums of the Product



**Taran  
Dinesh Malhotra**



**Company for SIP**

Care Health Insurance Ltd.

**Department**

Claims Provider

**Project Title**

Hospital Scrutinization for Cashless Network Empanelment

**Certifications**

Licentiate, Insurance Institute of India

# STUDENT PROFILE



**Stuti  
Singh**



**Company for SIP**

AON India Insurance Brokers Pvt. Ltd.

**Department**

ICB/Claims Department

**Project Title**

Create Critical Claims MIS Dashboard,  
Automate, Circulate and Implement Roll Out

**Certifications**

Licentiate, Insurance Institute of India



**Pranav  
Rai**



**Company for SIP**

Finsall Resources Pvt. Ltd.

**Department**

Finance

**Project Title**

Scope and Growth of Insurance Penetration  
Before and After Premium Financing



**Vaishnavi  
Vinayak Nade**



**Company for SIP**

Bajaj Allianz General Insurance Co. Ltd.

**Department**

Consulting

**Project Title**

Analysing the Impact of Agency Licensing on  
Performance and Consumer Protection in  
Insurance Industry

**Certifications**

Licentiate, Insurance Institute of India



**Sourabh  
Gupta**



**Company for SIP**

Care Health Insurance Ltd.

**Department**

Claims Provider

**Project Title**

Hospital Scrutinization for Cashless Network  
Empanelment

# STUDENT PROFILE



**Manisha  
Jaiswal**



**Company for SIP**

Bajaj Allianz General Insurance Co. Ltd.

**Department**

Health Administration Team

**Project Title**

Detail Scrutiny of Wellness Benefits & Tracking Mechanisms Offered by Health Insurance Companies to their Policy Holders

**Certifications**

Licentiate, Insurance Institute of India



**Sagar Vijaykumar  
Pooja Vardhave**



**Company for SIP**

Go Digit General Insurance Ltd.

**Department**

Business Process

**Project Title**

Development of Corporate Portal for Policy Issuance and Servicing of Life Insurance Business

**Certifications**

Licentiate, Insurance Institute of India



**Anuj  
Kumar**



**Company for SIP**

New India Assurance Co. Ltd.

**Department**

Underwriting, Claims, Recoveries and Accounting

**Project Title**

Comparing Coverages, Add-ons, Exclusions Under MOI Offered by Various Insurance Companies in UAE



**Dibyayan  
Majumder**



**Company for SIP**

Care Health Insurance Ltd.

**Department**

Marketing

**Project Title**

Competitive Analysis and Product Benchmarking of "Care Supreme and Explore" and Care Product Marketing Analysis

**Certifications**

Licentiate, Insurance Institute of India



# STUDENT PROFILE



**Harsh  
Kumar**



**Company for SIP**

Care Health Insurance Ltd.

**Department**

Human Resource

**Project Title**

Talent Acquisition & Management:  
Collaborating With Institutes for Recruitment &  
Assessing Employee Satisfaction via Surveys



**Dipanshu  
Rathore**



**Company for SIP**

Go Digit General Insurance Ltd.

**Department**

Business Process

**Project Title**

Development and Implementation of  
Non-Motor Insurance Products by Insuretech  
Methods



**Rohit  
Kumar**



**Company for SIP**

Manipal Cigna Health Insurance Co. Ltd.

**Department**

Operations

**Project Title**

Optimizing the Annual Health Checkup (AHC)  
Process in Manipal Cigna Health Insurance  
Co.Ltd's Wellness Programs

**Certifications**

Licentiate, Insurance Institute of India



**Aditya  
Singh**



**Company for SIP**

SBI Life Insurance Co. Ltd.

**Department**

Risk Management

**Project Title**

Creating SOP for Management of Incident  
Reporting in Risk Managemnt

**Certifications**

Licentiate, Insurance Institute of India

# STUDENT PROFILE



**Shirsh  
Raj**



**Company for SIP**

Bajaj Allianz General Insurance Co. Ltd.

**Department**

Health Administration Team

**Project Title**

Streamline the Payment Process of TPA  
Managed Claims

**Certifications**

Licentiate, Insurance Institute of India



**Tungana  
Sarat Kumar**



**Company for SIP**

TATA AIA Life Insurance Co. Ltd.

**Department**

Agency sales

**Project Title**

Agency Communication



**Sakshi  
Mall**



**Company for SIP**

TATA AIA Life Insurance Co. Ltd.

**Department**

Agent sales

**Project Title**

Digital Adoption of Ease of Doing Business  
(EODB) Process

**Certifications**

Licentiate, Insurance Institute of India



**Harsh  
Waghmare**



**Company for SIP**

Mahindra Insurance Brokers Ltd.

**Department**

Corporate Sales - Non M&M

**Project Title**

Insurance and Risk Analysis of Key Industries

# STUDENT PROFILE



**Bhavik Pankaj  
Usha Chauhan**



**Company for SIP**

TATA AIA Life Insurance Co. Ltd.

**Department**

Digital Business Unit

**Project Title**

WhatsApp Live Agent: From Execution to Implementation

**Certifications**

Licentiate, Insurance Institute of India



**Nimish  
Bafna**



**Company for SIP**

Liberty General Insurance Ltd.

**Department**

Commercial Underwriting

**Project Title**

Role of Cyber Insurance in Property Damage





## PRESTIGIOUS RECRUITERS

### General Insurance



### Life Insurance

LIFE GOALS. DONE.



### Health Insurance



### Insurance Broker



### Information Technology



### International Companies



### Consulting



### Reinsurance



### Fintech / Insurtech



### Others



## PLACEMENT STATISTICS 2021-23



**18 Lakhs**  
Highest CTC

**12.5 Lakhs**  
Average CTC

**13 Lakhs**  
Median CTC



## PLACEMENT COMMITTEE

The entire placement activity is coordinated by the Placement Office, which is the main interface between the corporate world and the Academy. The Placement Office is headed by the Placement Chairperson who is assisted by the Placement Officer for coordinating various activities. All placements related activities at NIA are coordinated by the Placement Office. Placement Office discharges its responsibilities under the guidance and supervision of Faculty Placement Committee and with the assistance of Student Placement Committee. The committee coordinates the Summer Internship & Campus recruitment programs. It approaches prospective employers, arranges Pre-Placement Talks, Group Discussions and Personal Interviews in the Campus and arranges all the required resources for successful execution of placement activities.

### **Building Campus Presence**

The recruitment process is said to be complete when both the student and the recruiter communicate, in order to know each other. NIA offers appropriate platform to the recruiters to put forward opportunities to apprise our student's corporate work profile and career opportunities.

The following are some of our recommendations-

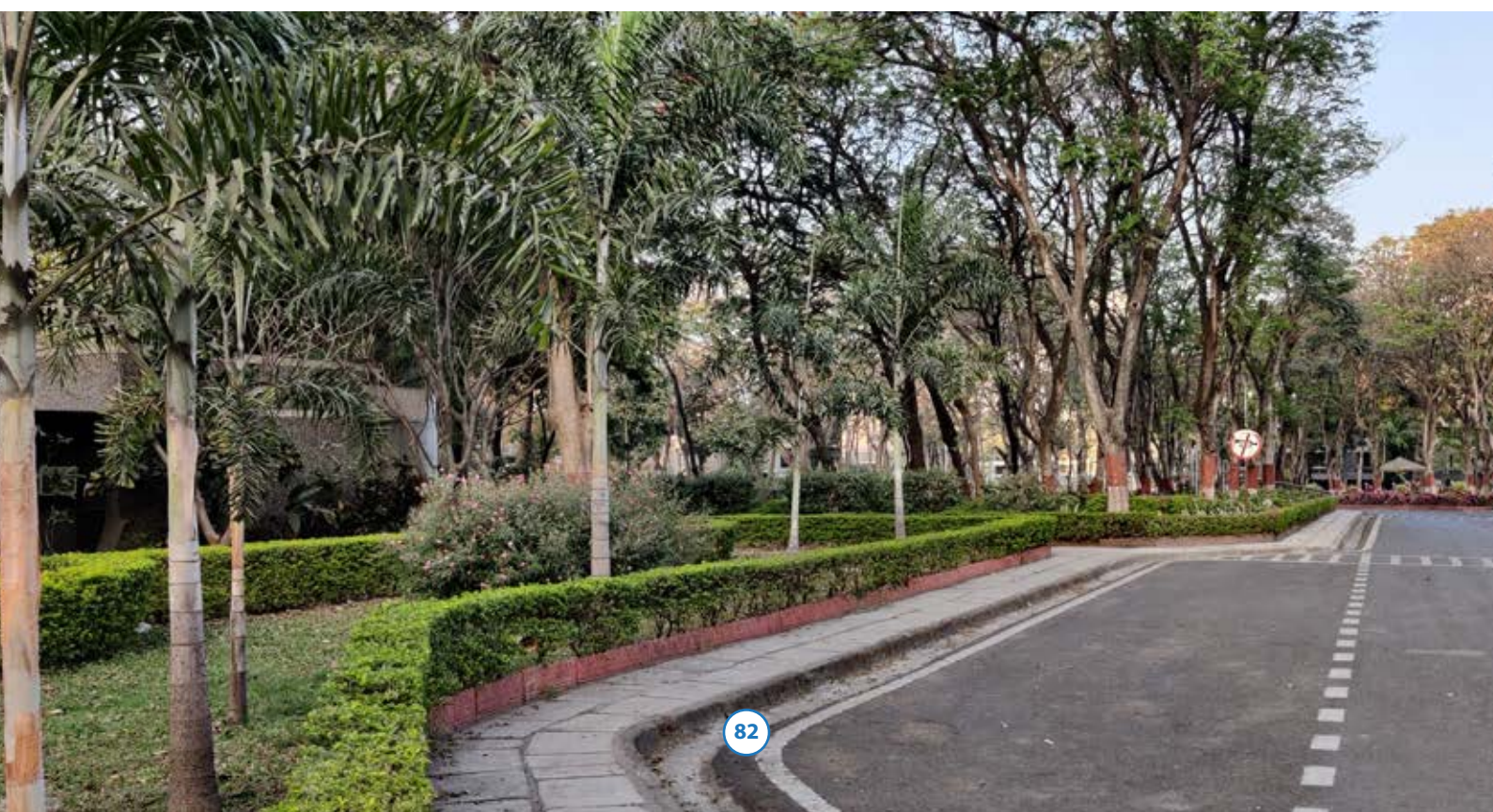
### **Conference and Workshops**

Conferences, workshops, guest lectures, panel discussions and speaker series have proved to be an enriching experience for academic interactions between the students and recruiters. These programs have also helped the organizations to maintain contacts with the students round the year.

### **Pre-placement Talks**

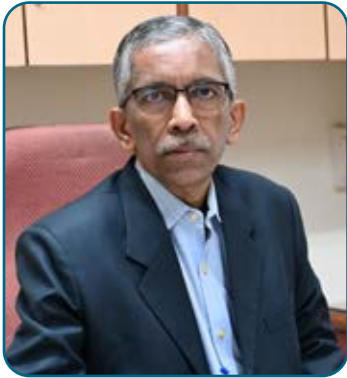
Pre - Placement Talks facilitate the recruiters to present their organization's vision and mission to our students. It therefore, gives the students a better chance to understand the organization, its objectives, people and culture which helps the students in forming correct first hand impressions that would enable them to take informed decisions.

These sessions and specific Pre-Placement Talks can be organized at mutual convenience through the Placement Office.





## PLACEMENT COMMITTEE



**Mr. Renjit Gangadharan**

Chair Professor, General Insurance  
Chairperson, Placement Committee



**Dr. Vaishali Bhambure**

Placement & Compliance Officer  
Mob.: 9850174777  
Email Id : vabhambure@niapune.org.in

## Student Placement Committee



**Akshay L**  
7760596626



**Anushka Hirawat**  
8240576619



**Hanumaditya Bathula**  
7702862005



**Harshita Saini**  
9602587420



**Nishtha Arora**  
9990021188



**Prathamesh Karnik**  
8452093874



**Rahul Philip**  
9823419085



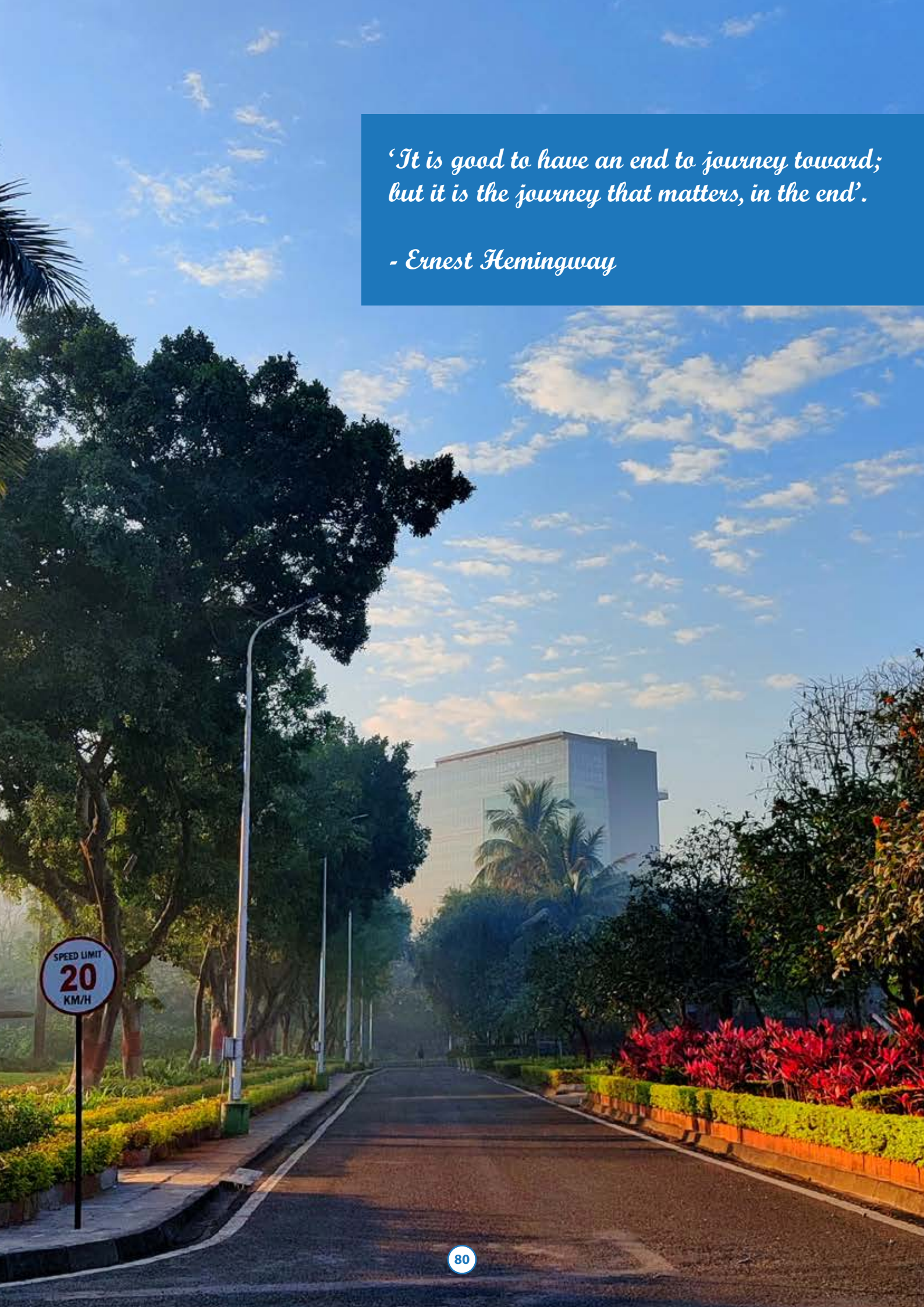
**Shivangi**  
7300128041



*The placement committee extends our gratitude to the following students for their valued photographic contributions in this brochure:  
Aniket Yadav, Harsh Chandel, Paikaray Jatin Ajay, Sachin Tahiramani, Sagar Vardhave, S. Nandini, Yashika, Maniva Das,  
Nishtha Arora, Rahul Alex Philip*







*'It is good to have an end to journey toward;  
but it is the journey that matters, in the end'.*

*- Ernest Hemingway*





**NATIONAL  
INSURANCE  
ACADEMY**

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