



## **DILIP SINGH**

**Program Manager / Life Insurance Professional  
(Axis Bank Relationship)**

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### **CAREER OBJECTIVE**

**“Result’s driven professional with 15 years of experience in the life insurance industry, specializing in managing strategic partnerships and driving business growth. Seeking to leverage proven leadership, relationship management, and team development skills to contribute to a dynamic organization’s success while continuing to expand my expertise in the financial services sector. Currently pursuing an MBA in Business Analytics from Amity University & Lean Operations Management- Six Sigma Certification from IIM Visakhapatnam, to enhance strategic decision-making, Data driven decision-making & leadership capabilities with a strong commitment to professional growth and impactful contributions.”**

### **PROFESSIONAL DETAILS: -**

- More than 15 years of experience in life insurance product sales, strategy planning & implementation, Effective Team handling, Channel partner management, Team skill building & development.
- Pursuing my MBA in Business Analytics from Amity University & Lean Operations Management- Six Sigma Certification from IIM Visakhapatnam, which will be completed by December 2025.
- Broad working experience of BANCA channel with the market leaders like HDFC Life, ICICI Prudential, Bajaj Life, Aditya Birla Capital & Axis Max Life Insurance.
- More than 10 years of experience with Asia’s largest private bank- HDFC Bank as a channel partner. Have worked 7 years for HDFC Life & 4 years for Aditya Birla with HDFC Bank relationship.
- Have earned total 7 vertical promotions till now in 15 years of career.
- Currently working with Axis Max Life Insurance since May 2024, as Program Manager in Banca-insurance for Axis Bank Relationship & taking care of entire West-1 Zone.
- Merit of achieving several awards for exceptional contribution in sustainable business growth & effective team handling.
- Skilled in handling Bank Staff with knowledge in business planning, devising brand building activities and accelerating the business growth.
- Exceptional work ethic, routinely use available time to solve branch problems, ability to work without the need for direct supervision, multi-tasking, self-disciplined, self-driven, self-motivated and timely completion of all assignments.
- Exceptional ability to influence the team to make them focused towards their work & to make them productive for the organisation.

## PROFICIENCY FORTE

### **Team Management & Team Building**

**Team Management & Team Building:** motivating the team to achieve their financial and career growth. Managing customer centric operations and ensuring customer satisfaction by achieving delivery timelines and service quality norms.

### **Life Insurance product Sales & service**

**Life Insurance Product Sales & service:** Having a broad knowledge of life insurance product across the industry & serving life insurance industry since last 15 years. Selling these products to our clients with full passionately & providing them services proactively.

### **Business strategies Planning, Data driven strategy making & Implementation**

**Business Planning, Data driven strategy making & Implementation:** Devising effective strategy with a view to achieve top line profitability of the organisation. Taking care of team & bank staff for sales & business mileage out of organisation's participation in various industry events, Market activities

### **Management strategies planning & Implementation**

**Management Strategies planning & Implementation:** Well adhere & aligned with the management planning & strategies to implement the drives and get the things done in provided time slot.

### **Channel Management (HDFC Bank, YES Bank & Axis Bank)**

**Channel Management:** Currently taking care of Axis Bank Relationship, previously have worked with HDFC Bank relationship effectively for close to 11 years. Doing branch training, staff skill building, product launch, branch level engagement, staff level engagement to enhance quality business.

## ORGANISATIONAL SCAN

### **Axis Max Life Insurance**

#### **Program Manager - Axis Bank Relationship**

Jan 2025- At Present

#### **Senior Regional Head - YES Bank Relationship**

May 2024- Dec 2024

### **Aditya Birla Sunlife Insurance**

#### **Asst. Circle Relationship Head- HDFC Bank Relationship**

July 2023- May 2024

#### **Senior Cluster Manager- HDFC Bank Relationship**

Oct 2020- June 2023

### **Bajaj Allianz Life Insurance**

#### **Senior Branch Manager**

July 2019- September 2020

## **HDFC Life**

### **Senior Corporate Sales Manager- HDFC Bank Relationship**

April 2018- July 2019

### **Corporate Sales Manager- HDFC Bank Relationship**

Oct 2016- March 2018

### **Bancassurance Manager- HDFC Bank Relationship**

August 2013- September 2016

### **Senior Corporate Account Manager- HDFC Bank Relationship**

August 2012- July 2013

## **ICICI Prudential**

### **Development Manager**

June 2011- July 2012

### **Insurance Consultant**

December 2010- May 2011

## **Key Deliverables:**

### **Administering West-1 Zone in Axis Max Life Insurance for Axis Bank Relationship.**

- Engaging closely with all the seniors of Axis Bank, TPP Team & AMLI Team for Data driven strategy making & effective implementation.
- Driving business growth for West 1 zone on Day on Day basis on key business vectors.
- Visiting Axis Bank branches and meeting with all branch heads, cluster Heads, Circle Heads to understand their challenges to drive the smooth business & influencing the necessary changes to be made in strategy making & implementation in meeting with Axis Bank Zonal Head, TPP Zonal Head & AMLI Business Head.
- Grooming, motivating and training to each team member & bank staff for Life Insurance sales & making them enable to perform & deliver the desired numbers.

### **Administering BANCA CHANNEL- Axis Bank & BUSINESS by handling 2000+ Bank Staff, 80 team leaders, & 800 FLSs.**

- Generating Business from Axis Bank Staff.
- To Fulfil the monthly parameters, sending MIS to Regional Head, Zonal Head, Sales Head, Circle Heads, Cluster Heads, Branch Heads & Axis Max Life seniors on daily basis.
- Grooming, motivating and training the new joined staff in Axis Bank for LI.
- Taking Care of West 1 zone with 5 Circles, 44 Clusters & more than 500 Axis Bank Branches.
- Driving the branch business as well as individual business of FLS's called Swayam.

## **Notable Attainments:**

- ☑ Highest ever new business login in Q4 from West 1 zone in year 2025.
- ☑ PAN India No. 3 Regional Head on market share for September 2024.
- ☑ PAN India No. 2 Regional Head on PASA Leads conversion for September 2024.

- ☑ PAN India No. 4 on Persistency for the month of July 2024.
- ☑ Recipient of **BEST SALES MANAGER AWARD** in Navi Mumbai Cluster (Jan 2012)- **HDFC Life**
- ☑ Got vertical promotion Financial Advisor to Development Manager in- ICICI Prudential.
- ☑ Won a trip to Mahabaleshwar for highest advisor recruited in Dec-11.
- ☑ Attained award of **1<sup>st</sup> Runner up March 2014** for SLG business by **HDFC Bank Cluster Head**.
- ☑ Got vertical Promotion Sr. Corporate Agency Manager to Bancassurance Manager & Banca-Insurance Manager to Corporate sales Manager in HDFC Life.
- ☑ PAN India No.1 Branch Head in licensing for the month of November & December 2019 in BALIC.
- ☑ **Top cluster manager in west 1 zone on mindshare & SP activation for the month of March, April, May, June, July, August, September & October-2021 in ABSLI.**
- ☑ **Top cluster manager in west 1 zone on branch activation & target Vs achievement for the month of July & August – 2021 in ABSLI.**
- ☑ **Awarded as TOP cluster Manger in West Zone for FY 2021-22 for Mindshare, SP activation, Branch activation in ABSLI.**
- ☑ **PAN India#3 on key business parameters for FY 2021-22 in ABSLI**
- ☑ **Got qualified for CDO club with PAN India Rank#5 on product mix & Target Vs Achievement for the month of March 2022 in ABSLI.**
- ☑ **Awarded with ABSLI Excellence Annual Awards 2022 in individual category for CUSTOMER CENTRICITY.**
- ☑ **Received “ABSLI Annual bright spot award” for FY 2022-23.**
- ☑ **Recognised as “Collaboration” value driver in ABSLI for FY 2022-23.**
- ☑ **Recognised as “Integrity” value driver in ABSLI for FY 2022-23.**
- ☑ **PAN India number 1 on mindshare, SP activation, branch activation for the month of Oct, Nov & Dec – 2022.**
- ☑ **Always number 1 in West 1 zone since last 2 years on key business paraments.**
- ☑ **Awarded with ABSLI Excellence Annual Awards 2023 in individual category as an emerging leader.**
- ☑ **Taken a vertical promotion from Senior cluster manger to Assistant Circle Relationship Head in ABSLI.**
- ☑ **Consistently no. 1 PAN India on SP Activation for April, May & June-23. Top in west 1 zone on mindshare, branch activation & SP activation in Q1 2023-24.**

#### ACADEMIC CREDENTIALS

2024	Pursuing MBA- Business Analytics from Amity University- 1 <sup>st</sup> Sem Cleared with 82% Marks & 2 <sup>nd</sup> Sem with 85%
2007	B.Sc. (In Physics & Mathematics)
2003	Higher Secondary Certificate
2001	Senior Secondary Certificate

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## PERSONAL DOSSIER

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Name	Dilip Singh
Father's Name	Mr. Ramashankar Singh
Mother's Name	Mrs. Neeta Singh
Date of Birth	1 <sup>st</sup> January 1986
Linguistic Abilities	Hindi & English

I am confident that my extensive experience in the life insurance industry, combined with my commitment to leadership excellence and ongoing professional development, will enable me to make a meaningful contribution to our organization. I am eager to bring my strategic insights, relationship management skills, and passion for driving growth to a dynamic and forward-thinking team.

**Thanks**  
**Dilip Singh**