



Rishabh Garg

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Summary

Business development professional with 5.9 years at LIC, building and leading a network of 100+ insurance advisors as the branch's top recruiter and generating over INR 5 crore in business. Achieved all performance targets every year, including both COVID waves. Skilled in distribution leadership, client relationship management, and digital lead generation through Meta and Google Ads.

Professional Experience

Development Officer | Life Insurance Corporation of India (LIC) | Bulandshahr

- Recruited and led a team of 100+ insurance advisors through hands-on training, ethical guidance, and strategic mentorship, among the highest recruiters in the division throughout tenure
- Generated over INR 5 crore in business across the tenure
- Self-taught and deployed digital marketing through Meta and Google Ads for lead generation, the only Development Officer at the branch to move beyond traditional methods, expanding outreach across both urban and rural markets
- Ranked among the top 5 Development Officers in the branch to achieve all performance targets in every year of service, including during both COVID waves
- Maintained the lowest policy cancellation ratio in the branch ($<0.1\%$) throughout tenure
- Conducted hundreds of joint sales calls, crafting customised insurance solutions across diverse socio-economic segments to ensure client satisfaction and long-term policy retention
- Built and maintained a lead management system in Excel to track lead progress, advisor productivity and optimise sales strategy
- Mentored advisors across end-to-end policy servicing, including claims, endorsements, and renewals, improving advisor retention and client trust

Probationary Development Officer | Life Insurance Corporation of India (LIC) | Bulandshahr

- Achieved all new-business targets through the COVID-19 first wave, earning confirmation as Development Officer on schedule
- Contributed business critical to the branch achieving all 5 annual performance pillars for the first time in over a decade, and the satellite office achieving all 5 for the first time ever (FY2020-21)

Apprentice Development Officer (Training) | LIC | Bulandshahr

- Completed a two-month structured apprentice training programme prior to probationary appointment

Education

B.Tech, Mechanical Engineering – *Shiv Nadar University* | Noida

Accomplishments and Awards

- Won 50+ internal contests at LIC, earning 10+ trophies and medals and cash prizes exceeding INR 2 lakh; secured 2nd position at the University level in the Swachh Bharat Summer Internship 2018 (MHRD)
- Presented a research paper on Structural Analysis of Functionally Gradient Material Plates at ICAREMIT 2019; created 3 COMSOL Multiphysics tutorial videos with 10,000+ views

License & Certifications

Pre-MBA Statistics, IIM Ahmedabad (Apr 2026); Excel Skills for Business: Advanced, Macquarie University (Mar 2026)

LIC Gyanpeeth Training Modules: RTI, KYC-AML, Enterprise Risk Management, Non-Early Death Claims

Co/Extra-curricular

- Co-founder & Secretary, Go Green Club, Shiv Nadar University (2018–19): Led campus sustainability initiatives such as tree plantation drives and awareness events; organised the 'Message Missile' event during BREEZE 2019, the university festival
- Volunteered across three NGOs (2022–24): Project Prakash, Enlightening Future Foundation, and Udaar Foundation, in education for visually impaired and underprivileged children and blood-donation drives