



# Rishabh Garg

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## Summary

Business development and salesforce leader who built a 100+ advisor team for LIC in rural western Uttar Pradesh, earning trust in a relationship-led business and delivering business of over INR 5 crore. Diagnosed why traditional prospecting capped growth, then taught myself digital advertising and built an Excel lead-tracking system to reach prospects traditional channels couldn't. Outside work, an amateur standup comic, avid traveller, and film enthusiast.

## Professional Experience

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

Feb 2021–Oct 2025

- Recruited, trained and mentored a team of **100+ insurance advisors** to widen the branch's distribution reach, running hands-on field coaching and joint client meetings, and ranked among the **highest recruiters in the division** in every year
- Delivered over **INR 5 crore in new business** across the period by structuring cover around each household's protection needs instead of pushing standard plans, sustaining the branch's **lowest policy lapsation ratio at under 0.1%** in every year
- Achieved **every annual performance target** across all years of service, including through both COVID waves when field access and client meetings were restricted, ranking among the **top 5 Development Officers** in the branch to do so
- Found referral-led prospecting was capping advisor productivity, so self-taught **Meta and Google Ads to generate leads** digitally, the **only Development Officer** at the branch reaching advisors and customers beyond traditional channels
- Conducted **hundreds of joint sales calls** alongside advisors to build customer trust in a low-awareness market, crafting customised solutions across diverse socio-economic segments and securing long-term policy retention and renewals
- Built an **Excel lead management system** to stop follow-ups being lost, tracking lead stage and advisor productivity so selling effort could be concentrated on the prospects most likely to convert and the advisors who needed the most support
- Mentored advisors across **end-to-end policy servicing**, including claims, endorsements and renewals, so clients stayed supported through the policy lifecycle, reinforcing advisor retention and the trust behind the branch's low lapsation

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

Feb 2020–Jan 2021

- Achieved **all new-business targets** through the COVID-19 first wave despite restrictions on in-person field sales, sustaining advisor activity and client engagement through the period and earning confirmation as Development Officer on schedule
- In the very first year of service, contributed business critical to the branch achieving **all 5 annual performance pillars** for the first time in over a decade and the Siyana satellite office achieving all 5 for the first time in its history (FY2020-21)

### Apprentice Development Officer (Training) | LIC | Bulandshahr

Dec 2019–Jan 2020

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

## Education

B.Tech, Mechanical Engineering – *Shiv Nadar University* | *Gautam Budh Nagar*

## Accomplishments and Awards

- Won **50+ internal contests** at LIC between 2019 and 2025 for advisor recruitment, activation and exceeding new-business targets, earning **10+ trophies and medals** to emerge as one of the most decorated Development Officers in the branch
- Secured **2nd position at University level** in the Swachh Bharat Summer Internship 2018 (MHRD), and presented a research paper on Structural Analysis of Functionally Gradient Material Plates using COMSOL Multiphysics at ICAREMIT 2019
- Created **3 tutorial videos** on COMSOL Multiphysics simulation software that collectively crossed **10,000+ views**

## License & Certifications

Lean Six Sigma Green Belt, KPMG India Services LLP (Jul 2026); Pre-MBA Statistics, IIM Ahmedabad (Apr 2026)

Excel Skills for Business: Advanced, Macquarie University; LIC Gyanpeeth: RTI, KYC-AML, ERM, Death Claims

## Co/Extra-curricular

- Member, **Profile Committee, IIM Ahmedabad**: Vetted CVs and profile data for the batch against institute formats, coordinating across the cohort and resolving individual queries to close submissions within the stipulated deadlines
- Co-founder & Secretary, Go Green Club**, Shiv Nadar University (2018–19): Led campus sustainability initiatives such as tree plantation drives and awareness events; organised 'Message Missile' at BREEZE 2019, the university festival
- Volunteered with Project Prakash, Enlightening Future Foundation and Udaar Foundation (2022–24), teaching underprivileged and visually impaired children and supporting blood-donation drives and free children's eye-checkup camps