



ALEX AUGUSTINE

Contact Details

- +971 54 495 3296
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- Al Qusais-2, Dubai, UAE.

Personal Details

Date of Birth: 12/09/1986
Marital Status: Married
Nationality: Indian
Passport No: X 7243552
Visa Status: Up to 8th Oct

Languages

- English: Fluent
- Hindi: Fluent
- Malayalam: Native

Reference

Mr. Anil Varghese
Mob. +971 55 470 5703

Profile

I am highly motivated to secure a challenging role as an Insurance Underwriter in a dynamic and progressive organization. I thrive in environments that offer opportunities to apply my underwriting skills in a diverse range of scenarios. I am committed to continuous professional development and seek a position that allows me to grow my expertise while contributing meaningfully to the organization's success. I am particularly drawn to companies where advancement is based on individual merit and contributions to achieving shared goals.

Education

Bachelor of Business Management (2013)

Bangalore University in 2013

Higher Secondary Education

Kerala State Higher Secondary Education in 2007.

Work Experience

Esteem Fin Commercial Brokers, Dubai-UAE.

29th May 2024 – Current

Sales Officer:-

- Provides professional advice on credit requirements, products features and benefits of credit cards
- Develops and expands on new customer base and cards deals through referrals provided to achieve monthly sales targets
- Verifies customer documents for cards application and ensure complete submission of documents

Iffco Tokio General Insurance Company Ltd, Thrissur-Kerala, India.

3rd December 2018 - 1st September 2021

Senior Officer:-

- Consultative sales experience with a proven track record of developing deep relationships with clients while adding value to the client's business over the long-term.
- Interpret and verify policy coverage, changes, renewals and new policy transactions.
- Effectively communicate by telephone to resolve issues, describe programs & services to customers and when appropriate, cross-sell and up-sell the products.
- Participates and drives marketing services including direct-mail, fraternal activities, seminars, meetings.
- Process quotes, policy change and some policy issuance transactions received through various channels within specified guidelines
- Provide in depth insurance guidance, coverage verification, and education to customers as appropriate.

Bharti Axa Life Insurance Company Ltd. Kochi-Kerala, India.

21st August 2017 – 3rd December 2018

Relationship Manager: -

- Develop and maintain relationships with clients, providing excellent customer service
- Develop strategies to increase customer satisfaction and loyalty
- Resolve customer service issues in an efficient and effective manner
- Provide advice and guidance on investment strategies and financial products.

Federal Insurance Services & Consultancy, Dubai - UAE.

6th March 2014 – 25th June 2017

Insurance Underwriter: -

- Demonstrates a commitment to learning quickly and effectively applying knowledge as well as supporting/creating a productive, positive work environment
- Attention to detail-documentation and follow-up
- Matches customer needs to insurance company's products/services.
- Manage the policy and coverage negotiation process to ensure that the client's commercial objectives are achieved
- Handling all aspects of Risks including quotations, renewals, alterations and claims.
- Maintain and update existing accounts during the year with mid-term endorsements.
- Liaising with Brokers/Clients/Underwriters on a day-to-day basis on all scheme, related issues and developing relationships with them

ADDITIONAL SKILLS

- Excellent organization skills – able to prioritize work and meet deadlines
- Excellent interpersonal skills – able to work within a team
- Excellent verbal and written communication skills
- Proficient in Microsoft Office tools (or equivalent) – Outlook, Word and Excel
- Insurance knowledge
- Strong problem-solving capabilities.
- Ability to effectively support underwriters and manager to deliver superior service to our customers

COMPUTER SKILLS

Familiar with Microsoft Windows Operating System

MS – Office: - Word, Excel.

Declaration: -

I hereby declare that all the information mentioned above is true, the best of my knowledge and belief. I will produce all supporting documents in original on demand at the joining time.

Place: - Dubai, UAE.

Alex Augustine

Date:-