

Munish Sharda

MD & CEO, Future Generali India Life Insurance

Mr. Munish Sharda is the present Managing Director & CEO at Future Generali India Life Insurance since January 2014. He has been the architect behind the turnaround of the organization. Under his tutelage, the company has transformed to become one of the fastest growing private life insurance companies over the last two years. His meticulous planning and business acumen has been instrumental in the company's growth. He is passionate about consumers and leveraging technology to solve problems and provide exceptional experience to them. With this ideology, he is leading the organization to achieve its brand promise of making Insurance Simple for Indian consumers.

Mr. Sharda has had illustrious career spanning two decades in the financial services sector having extensive knowledge in product distribution, portfolio and balance sheet management. Prior to his current role, he worked with Aviva India Life Insurance as Director – Sales & Distribution for five years where he was responsible for managing the Tied Agency, Group Employee Benefit Business and Direct channels for the Company. At Aviva, he turned around the agency business with more than 3 times improvement in productivity, significant expense reduction, and improvement in the persistency of the business.

Mr. Sharda began his Financial Services career with Citibank India in 1998, where he spent over a decade in consumer lending (mortgages and personal loans). He was involved in managing revenues of close to USD 100 MM and balance sheet of USD 1.25 Bn. He started his tenure with the company managing the business and developer relationships for Bangalore and Hyderabad initially and then moved on to managing the mortgages business for entire western region in a period of eight years.

Mr. Sharda holds a Masters in Business Administration (PGDM) from the Indian Institute of Management, Lucknow and a Bachelor's Degree in Mechanical Engineering from Punjab Engineering College, Chandigarh.