

PROFILE OF SHRI T C SUSEEL KUMAR, MANAGING DIRECTOR, LIC

Shri T C Suseel Kumar took charge as Managing Director of Life Insurance Corporation of India on 14th March, 2019. Prior to taking charge as Managing Director, he was in-charge of South Central Zone, heading operations in Andhra Pradesh, Telangana and Karnataka states, since April 2016.

Shri Suseel Kumar, is a Post Graduate in Economics with University rank and joined the Corporation as 13th Batch Direct Recruit Officer in 1984. He has held various challenging assignments in the Corporation pan India and abroad and in different streams including in-charge positions at different levels. As Senior DM in-charge of Kozhikode, he created a record by making the Division All India No.1 in New Business. Similarly, he held the key positions of Regional Manager-Marketing in-charge for Karnataka, Chief (Marketing), Chief Manager of Mauritius operations of LIC, Principal ZTC Agra, Executive Director (CRM) and Executive Director (Marketing/Bancassurance). His immense experience in such key positions in Marketing and Training honed his understanding of demographics and business dynamics of the Corporation.

During his tenure as Zonal Manager, the South Central Zone has scaled new heights on a number of performance parameters. Under his vibrant leadership, the Zone achieved top positions in both marketing and administrative parameters. Shri Suseel Kumar played a key role in roping in Telangana and Andhra Pradesh governments and finalized their flagship Group Insurance Schemes - "Rythu Bima" and "Chandranna Bima" respectively and the Zone covered huge number of lives under both conventional and Social Security Schemes.

During his tenure as Executive Director (Customer Relations Management) at the Corporate level, he introduced a number of new customer centric initiatives and the notable one being e-services for Customers. He was also heading LIC's Bancassurance Operations at Corporate level and was instrumental in enlarging the number of Bank partners.

He attributes his achievements to the high level involvement and enthusiasm shown by everyone in the team to contribute their best.

He has attended many top management sessions at IIMs, ISB and AIM, Manila. He strongly believes in the strength of his people, has penchant for trying new things and passion to scale new heights in all endeavors.
