

Mastermind Panel discussion on 04-May-2019

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## **Innovations and challenges in banking and insurance world.**

**Compiled by:Ms. Divya Jartarghar**

### **The Panel members:**

1. Raghavendra Danti - Assistant vice president and branch manager in “Jana small finance bank” Hubli
2. Vijeth Kurdekar - Assistant sales manager Ujjivan small Finance bank.
3. Sanjay Inchal -AVP Mahindra insurance and broking limited
4. Dr. Bhargav Revankar , Associate professor, GBS Hubli
5. Dr.Prashanth Yatgiri, Director GBS Hubli



### **Agenda of the session:**

- Welcoming gathering by Miss Shreevidya and Mr Sagar.
- A brief history of mastermind panel series conducted in GBS.
- Introduction of the panel members.
- Opening remarks by Dr Prashant Yatgiri.
- The Panel discussion
- Q & A session.

## About Mastermind panel discussion:

Master mind, a flagship program of GBS Hubli, which connect between the institute and industry; mastermind is the platform where it introduces the student to corporate world.

### Objectives of Mastermind

- To provide factual information and conceptual knowledge.
- To give awareness of theories and principles.
- To provide the full understanding of significant topic.

## Over view of the session:

Introduction of panel members:

1. **Raghavendra Danti:** Completed masters in KLE's IMSR and joined Axis bank in 2007 handling the roles of sales and operations then joined Jana small finance bank in 2016, currently he is AVP- Assistant Vice President and Branch manager at Jana small finance bank, Hubli.
2. **Vijeth Kurdekar:** Completed BBA in mundaragi, and then did masters in Global business school Hubli, now working as Assistant sales manager Ujjivan small Finance bank.
3. **Sanjay Inchal:** Completed his master in sales and marketing from SIT Tumkur, presently working for Mahindra insurance and broking limited.

The session started with welcoming of the above panel members by presenting them the memento by Dr Prashant Yatgiri and Dr Bhargav Revenkar.

Three guests shared their experience in terms of, life before and after MBA, field work, project work, corporate world, and overall journey, which may guide the students to understand and plan for their career.

Than the session continued with question and answer which made the session more interesting and interactive. Below are few questions posed by the students,

1. How to retain the customers of insurance?

The masterminds says, customers can be retained by maintaining and building strong relation with them, understanding them, providing them with various options/alternatives, giving good suggestions and responding customers in a right way.

2. What are the innovations in banking sector?

The panel members shared their own experience explaining the different cases, and said there are many innovations in terms of repayment and many more.

3. Are there any fast moving consumer's products in insurance and banking?

The FMCP are available for the debit card, awareness, styles in banking and vehicle insurance in insurance sector as it is mandatory these days.

#### 4. How to handle the situational change when shifted from one position to another?

Work hard, be humble, understand the team, be a team player be ready to face challenges, don't be sensitive.

#### **Conclusion:**

Overall the mastermind penal series was very interesting, interactive and meaningful, which helped the students to understand the insights of insurance, banking and finance sector, to build their confidence, to prepare themselves to face the corporate and plan their career.

