VINAY SAH
MD & CEO, LIC HOUSING FINANCE LTD

Shri. VinaySahhas been appointed as the MD & CEO of LIC Housing Finance Ltd(LIC HFL)from 12th April 2017. A Masters in Science (Statistics) from Lucknow University, Shri Sahstarted his career as a direct recruit officer with LIC of India (LICI)in 1983. Prior to heading LIC HFL, one of the largest housing finance companies in India, Shri. VinaySah was Executive Director- Marketing and Product Development, LICI since 2015-16. Under his leadership, LICI created history by achieving its First Premium Income target for 2016-17 in the month of February 2017 itself.During 2016-17, LICI procured First Premium Income (FPI) of Rs.37853.87crores as against the FPI target of Rs.31,000crores. The market share of LICI in First Year Premium increased to 71.07% from 70.44% in the preceding year. The Corporation launched 9 individual plans during his two-year tenure as in charge of product developmentdepartment.

Agency recruitment during his tenure registered a growth of 53.40%. The prestigious Million Dollar Round Table (MDRT) agency force witnessed around 50% increase taking the number to nearly 6000. It was during his time that LIC of India (Agents) Regulations, 2017, rescinding the existing LIC of India Agents Rules, 1972, was approved and notified by the Government of India.

In a career spanning over three decades in the Corporation, Shri. Sah has successfully handled various portfolios like marketing, IT, personnel and administration. He had the distinction of serving as Zonal Manager in-charge of Western Zone and East Central Zone.

As Zonal Manager in-charge of Western Zone covering the states of Maharashtra, Goa & Gujarat, the zone achieved its First Premium target after seven years in 2013-14 and the Zone was Number One in policies and premium volume and policy growth. Western Zone also increased its share in budget contribution from 19% to 22% in premium to the Corporation.

As Zonal Manager in-charge of East Central Zone covering the states of Bihar, Jharkhand and Orissa, the Zone had obtained number one position at the All India level in policies and premium, both on growth and achievement to target during 2011-12 and 2012-13.

Shri Sah has served in all marketing positions of Central, Zonal, Divisional and Branch Offices of LICI.

It may be mentioned here that there is no relation between the existing directors of the Board.

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