

M. Suresh

Member - Group Management Center (GMC)



Suresh is Member of the Group Management Council of Wadhawan Global Capital - the core group that steers the course of DHFL Financial Services Group.

He brings to the Group over three decades of corporate experience spanning functions ranging from Strategy, Marketing, Sales & Distribution; in challenging leadership roles.

From brand and distribution transformation for enhanced reach and greater consumer relevance, to turning around large companies towards financial prowess, Suresh brings to businesses his core skill of Transformation - Converting Customer Excellence into Business Performance.

Following an early stint in B2B businesses, Suresh joined ITC, one of India's largest FMCG companies, where he spent 17 years managing Sales & Distribution across India's most remote geographies. He moved to Brand and Strategy Management, his stint in ITC, culminated in heading the company's largest business zone.

With the liberalization of the Insurance Industry, Suresh moved to head the Sales and Marketing function of HDFC Life. His incisive understanding of consumers and insurance purchasing motivators, led to the creation of the iconic brand positioning theme - 'Sar Uthake Jiyo' [Live with Pride]. The campaign propelled HDFC life to the top five life insurance companies in India.

Suresh moved to Tata AIA Life as MD and CEO - a role he assumed in 2008 when the Insurance industry was tested in the wake of the global recession. Under his leadership, the Company witnessed landmark growth, and tripled its assets under management. Financial transformation - with a focus on change management across product, distribution and customer service, saw Tata AIA Life move to consistent profitability.

Suresh is a Director in FPSB India, DHFL Pramerica Life Insurance, DHFL Pramerica AMC and Avanse Financial Services. He has also been a faculty member at IMI, New Delhi and a key speaker at various industry forums.