

Pankaj Suthar**Head- Distribution Learning & Capability Development | HR, Kotak Mahindra Life Insurance Company Ltd**

Pankaj is a seasoned L&OD leader with over 13+ years of experience in Learning & Development and Distribution enablement. Throughout his career, he has played a pivotal role in designing and executing L&D strategies for life insurance, retail lines and commercial lines that translate into measurable business outcomes. His expertise in strategies and executing learning interventions, project management, leadership development, and large-scale learning interventions to strengthen Distribution capabilities. Prior joining Kotak Life, he was with TATA AIG as National Training Manager- Agency Motor and Commercial lines, where he spent 9 years in diverse L&D leadership roles, driving impactful learning initiatives across multiple functions. Prior to TATA AIG, he was with BAI Co. (Mauritius) – Mitus Ltd for 4.5 years and led multiple L&OD initiatives along with managing underwriting of general insurance portfolio. He holds a PGDM from the National Insurance Academy, Pune.