RAHUL SAKHARKAR

AI Workflow Automation · Learning & Development · Insurance Operations

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linkedin.com/in/rahul-sakharkar-a75b43177 | Portfolio: gullybrands.in/portfolio | Open to international relocation

PROFESSIONAL SUMMARY

Insurance operations and Learning & Development professional with five years at InsuranceMarket.ae (Dubai), promoted through four roles — policy operations, sales advisory, quality auditing, corporate training — and now founder of Gully Brands, an AI-first marketing studio. 10,000+ policies issued across motor, health, and travel lines; client retention up to 95%. Combines regulated-industry rigor with hands-on AI engineering, operating production LLM-agent systems for workflow automation and content generation.

CORE SKILLS

AI & Automation: LLM agent orchestration (Gemini, Claude, Llama), agent frameworks (Hermes, OpenClaw), LiteLLM, Playwright browser automation, ComfyUI / FLUX LoRA training, prompt engineering, REST API integration, Python (working knowledge)

Insurance Operations: Policy issuance & approval (motor, health, travel), underwriting-guideline compliance, document verification, quality auditing, renewals & retention, quotation preparation, multi-portal systems

Learning & Development: E-learning module design, assessment & questionnaire creation, new-hire onboarding, process training, training-effectiveness tracking

Platforms & Tools: Salesforce, INSLY, IM-CRM, 3CX & Truly, Microsoft Excel / Office, Adobe Photoshop, Premiere Pro, DaVinci Resolve, Final Cut Pro

Languages: English (fluent), Hindi & Marathi (native), Spanish (basic)

PROFESSIONAL EXPERIENCE

Gully Brands · Mumbai, India

Founder May 2026 – Present

- Founded an AI-first marketing studio serving local businesses; deliver complete brand systems — identity, Instagram content engines, websites — with three delivered to date.
- Built the studio's AI production stack: multi-agent automation for research, content generation, and client deliverables, enabling solo end-to-end delivery.

InsuranceMarket.ae (AFIA Insurance Brokerage Services LLC) · Dubai, UAE (remote)

Part of Alfred Holdings; UAE's leading online insurance platform (200,000+ policyholders). Promoted through four roles in five years across operations, sales, audit, and training.

Learning & Development Executive Sep 2025 – Apr 2026

- Design and develop training content, e-learning modules, and assessments across multiple lines of business.
- Run onboarding and process training for new-hire cohorts, ensuring day-one readiness and regulatory compliance.
- Partnered with Quality and Operations leads to turn audit findings into targeted training; aligned plans with department heads.
- Track learning progress and training effectiveness; iterate content based on measured outcomes.

Production Approver & Policy Quality Auditor May 2023 – Aug 2025

- Acted as final pre-issuance control: approved up to 100 policies per day against underwriting guidelines, verifying the authenticity of customer documents before release.
- Approved and issued 10,000+ policies across motor, health, and travel lines while auditing policy quality across multiple insurer portals under same-day issuance timelines.
- Flagged non-compliant or suspect documentation ahead of issuance, reducing rework and compliance risk.

Motor Insurance Advisor — Renewals & New Business Mar 2022 – Apr 2023

- Advised a multinational client base by phone and email; personalised renewal consultations sustained client retention of up to 95%.
- Progressed from renewals to organic sales, generating new business and regularly exceeding monthly sales targets.
- Mentored new hires and interns on workflow and client handling, supporting team performance.

Operations Executive — Motor Apr 2021 – Feb 2022

- Prepared accurate, competitive quotations aligned to each advisor's strategy with prompt turnaround.
- Drafted final terms & conditions (FTCs) and issued policies on behalf of assigned advisors.
- Produced reports and customer documentation supporting the end-to-end sales workflow.

Zocdoc (USA) — Lead Verification Specialist · remote contract Sep 2020 – Jan 2021

- Verified US private-practice provider data through outbound calls and online research; maintained lead records in Salesforce and Truly.

RedQuanta (India) — Review Auditor · freelance

- Audited customer reviews for authenticity, sentiment, and guideline compliance; flagged fraudulent content and delivered findings reports.

AI & AUTOMATION PROJECTS — independent, self-directed

Self-hosted multi-agent AI platform · built on open-source Hermes & OpenClaw frameworks · 2026 – Present

- Deployed and operate an always-on agent system running four specialised AI agents behind Telegram gateways, with LiteLLM model routing (Gemini, Groq, local models), scheduled automations, and a persistent knowledge vault the agents read and write.
- Agents autonomously handle research, content production, and process-tracking workflows end to end, with fallback model chains and health monitoring for reliability.

Browser & web-form automation agent · 2026

- Built an agent (Playwright + DevTools DOM control) that parses source documents, generates context-tailored responses, and completes complex multi-step web forms on enterprise platforms such as Workday end to end, logging every run to Google Sheets.

AI content pipeline — character-consistent video generation · 2026

- Trained FLUX LoRA models (ComfyUI on RunPod/Modal) for a consistent virtual presenter; integrated voice-clone TTS (MiniMax) and lip-synced video generation (OmniHuman, Kling via fal.ai APIs); cost-optimised production to under $4 per 30-second video.

EDUCATION & CERTIFICATIONS

Master of Arts (M.A.), Entertainment, Media & Advertising 2021 – 2023
University of Mumbai (R.D. National College) — Mumbai, India

Bachelor of Arts (B.A.), Mass Media 2018 – 2021
University of Mumbai (S.K. Somaiya College) — Mumbai, India

Google Digital Unlocked Certification 2020
SEO & Digital Marketing Fundamentals — Google