



MDRT Elevates Position as Driving Force in Financial Services, Tapping Smruti Rajagopalan as Senior Director of Strategy

Park Ridge, Ill. – Oct. 14, 2020 – [MDRT](#) appoints Chicagoan Smruti Rajagopalan as its first-ever Senior Director of Strategy. Rajagopalan will lead MDRT’s newly developed strategy department, overseeing strategic engagements and tactical alignment across the financial services association’s global enterprise.

In her new role, Rajagopalan will work closely with senior executive staff to refine the association’s overarching objectives and identify strategic opportunities for both internal and external collaboration, bolstering MDRT’s ability to deliver exceptional value to its global membership base of more than 65,000 members and drive the financial services industry forward.

“As MDRT continues to grow and becomes more complex, and the global financial services industry evolves at an increasingly rapid pace, it is critical that MDRT remains forward-focused and committed to enhancing our strategic-thinking capabilities,” said MDRT CEO Stephen P. Stahr, CAE. “Smruti is exceptionally talented and she will be a vital asset to our team. Her vast and varied experience will contribute greatly to creating and implementing the future of MDRT for our valued members and other stakeholders, globally.”

Rajagopalan brings 15 years of diverse consulting experiences to MDRT, having worked extensively with large global organizations to design and implement targeted programs spanning organizational design, team effectiveness, leadership development and performance management. Prior to joining MDRT, Rajagopalan held leadership roles at Aon Hewitt and Korn Ferry. In her most recent role, she served as Organization Effectiveness and Leadership Development Expert at Axiom, leading the legal firm’s client engagements.

“I’m passionate about helping organizations identify performance barriers and implement strategic initiatives to overcome them while improving their overall effectiveness,” Rajagopalan said. “I hope to leverage my experience to ensure organizational alignment around growth, transformation priorities and strategic imperatives, elevating MDRT’s position as a driving force within the industry.”

Rajagopalan joins the MDRT team as the organization continues to domestically and globally expand. The association’s current focus is on broadening existing markets and entering new ones, providing more values to its members and the global financial services industry, especially during this current economic climate. Rajagopalan’s experience will provide MDRT the strategic insight needed to achieve these goals and advance deftly into the next decade.

About MDRT

Founded in 1927, Million Dollar Round Table (MDRT), The Premier Association of Financial Professionals®, is a global, independent association of more than 65,000 of the world's leading life



Local strategist, Smruti Rajagopalan, joins MDRT as its first-ever Senior Director of Strategy, with the goal of ensuring strategic alignment across the global financial association.

insurance and financial services professionals from more than 500 companies in 70 nations and territories. MDRT members demonstrate exceptional professional knowledge, strict ethical conduct and outstanding client service. MDRT membership is recognized internationally as the standard of excellence in the life insurance and financial services business. For more information, please visit mdrt.org and follow them on Twitter [@MDRTweet](https://twitter.com/MDRTweet).

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