



BAJAJ ALLIANZ LIFE INSURANCE COMPANY LIMITED

JOB DESCRIPTION

Role Title	<ul style="list-style-type: none"> Executive Sales Manager – ST Assistant Territory Manager - ST
Function/ Department	Agency
Nature of Job	Field Sales

- I. **JOB PURPOSE:** Summarize in one statement why the job exists; and how it contributes to the overall objective of the company.

- To drive business growth by building a high-performing distribution network of Advisors , ensuring their recruitment, activation, and productivity through training and performance management, while achieving sales targets, improving product mix, and maintaining data accuracy.

II. **PRINCIPAL ACCOUNTABILITIES** (Accountabilities associated with the job)

As a Sales Manager of Agency Channel, you will play a key role in building and managing a high-performing sales team of Insurance Advisors. This role provides a strong foundation in leadership, sales, and people management.

Key Responsibilities:

- Team Building & Development: Recruit, train, and develop a team of Insurance Advisors and drive them to achieve business goals.
- Distribution Network: Create a strong and profitable network of Advisors
- Sales & Targets: Achieve monthly, quarterly, and annual sales targets by promoting the full range of insurance products.
- Performance Management: Drive productivity and activation of Advisors through ongoing support, regular reviews, and training sessions.
- Business Monitoring: Track key business metrics such as product mix, persistency, and lead conversion rates to ensure sustainable growth.
- Data Management: Maintain accurate records and regularly update databases with team and customer details.
- Engagement & Recognition: Participate in goal-based contests and drive weekly achievements for performance recognition.

What You'll Gain:

- Early leadership exposure and experience in managing a team.
- Sales and business development skills in a high-growth industry.
- Fast-track career growth based on performance.
- Hands-on learning through structured training programs.

III. **Skills & Knowledge**

(Minimum acceptable proficiency for this job which best indicates the education and/or experience requirements of this job and not the incumbent)

Master's /Graduation in business administration or in any stream.

- Communication in English, Hindi & other Regional Language (*local candidate will be preferred*)
- Keen to work in a highly competitive environment.
- Right attitude & never – say- die mind-set.
- Effective planning, time management and organizational skills
- Demonstrated ability to understand customer/partner issues and navigate to an appropriate resolution leveraging business knowledge and technical aptitude.