



BAJAJ ALLIANZ LIFE INSURANCE COMPANY LIMITED

JOB DESCRIPTION

Role Title	<ul style="list-style-type: none"> • Senior Financial Service Manager-ST • Relationship Manager – ST
Function/ Department	Propriety Sales Function (PSF)
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 life insurance sales by building and managing client relationships, maximizing lead conversion, and achieving business targets through cross-selling, renewals, and efficient operations.

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

You will be part of a dynamic sales team responsible for offering life insurance solutions to customers.

Key Responsibilities:

- Achieve sales targets for life insurance by engaging with prospective customers.
- Understand customer needs and offer suitable life insurance products, including cross-selling and upselling.
- Build and maintain strong relationships with clients to ensure timely renewals and customer satisfaction.
- Utilize provided leads effectively on a daily basis to maximize business opportunities.
- Maintain accurate customer data and update systems regularly.
- Drive performance through weekly goal sheet achievements and participation in sales contests.
- Ensure high standards in product mix, policy persistency, and lead conversion rates.
- Operate efficiently with a focus on cost-effectiveness and quality business.

What's in it for You:

- Structured training and mentorship to build your insurance and sales expertise.
- Opportunity to work in a client-facing role from Day 1.
- Career progression based on merit and performance.
- Exposure to a competitive and rewarding sales environment.

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
- 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.