

## ICICI Lombard

Position	<b>Manager – Corporate Solutions Group</b>
Job Description	<p>Responsible for sales budget of the business sourced from partner channels/ Key Accounts through the location</p> <p>Manage the partner relation at location level and co-ordinate internally with various functions to ensure efficient delivery of day to day service requirements</p> <p>Develop new accounts and nurture the existing ones</p>
About <b>ICICI Lombard</b>	<p><b>ICICI Lombard General Insurance Company Limited</b> is a joint venture between ICICI Bank Limited, India's second largest bank with total assets of over USD 99 billion at 31 March 2014 and Fairfax Financial Holdings Limited, a Canada-based USD 37 billion diversified financial services company engaged in general insurance, reinsurance, insurance claims management and investment management.</p>
Roles & Responsibilities	<ul style="list-style-type: none"> <li>✓ Managing the key accounts/ Intermediaries for various corporate products</li> <li>✓ Coordinating with customer Service team for quote, claims and UW related issues</li> <li>✓ Customer relationship management. Pre-sales / sales / post sales.</li> <li>✓ Conducting training programmes both for internal &amp; external customers</li> </ul>
Preferred Behavioral Traits/ Functional Requirements	<ul style="list-style-type: none"> <li>✓ Confident, logical thinker, organized, creative</li> <li>✓ Strong channel Management skills</li> <li>✓ Relationship Building capabilities</li> <li>✓ Exposure to working in high pressure environment</li> <li>✓ Aggressive</li> <li>✓ Team Management experience could be added advantage</li> <li>✓ Team Management</li> <li>✓ Locationally Mobile</li> <li>✓ Good knowledge about the Industry.</li> <li>✓ Channel Management</li> <li>✓ Product management experience. Exposure to the internet.</li> </ul>
Location	Mumbai, Kolkata, Delhi, Chennai and Bangalore
Qualification	MBA
Work Experience	6 - 10 years
Contact Person	Interested Candidates, may forward their resume on <a href="mailto:joyeeeb@ibsindia.org">joyeeeb@ibsindia.org</a> or <a href="mailto:ajitpatil@ibsindia.org">ajitpatil@ibsindia.org</a>