

Position- Senior Relationship Manager

Position Type- Full-time

Pay Band- Up to 8 LPA

Location- Hyderabad

Industry- Insurance

Organization Name- Providence India Insurance Broking Pvt Ltd

Company Introduction

Providence India Insurance Broking Pvt Ltd is calling out for energetic and vibrant candidates who are ready to get committed to serve a cause to protect our country from a financially crippled future by holding a highly reputed post of “Senior Relationship Manager” at Hyderabad location.

Providence India Insurance Broking Pvt Ltd is a composite broking company dealing in life insurance general insurance and reinsurance and is one of the fastest growing broking firms in India. It was founded in 2015. The founders include insurance company veterans and noted industrialists. The team includes experienced professionals and young talent. This gives both expertise and dynamism.

We are setting up a national team who will have the chance to implement exciting unconventional strategies. This is a very unique opportunity that involves building business through innovative distribution channels and therefore mark a huge contribution towards increasing penetration of Insurance in India.

This is an excellent opportunity to showcase and develop business acumen, leadership skills and the art of managing teams.

Job Description

Identification.

- Identify target POS
- Design & implement activities to onboard POS
- Schedule meeting with prospects.
- Educate and counsel them on the need for financial independence
- enable prospects to break the stereotype and facilitate career development.

Recruitment

- Explain the joining process
- Help them complete the process by furnishing requisite documents

Engagement

- Chalk out a career progression plan for them
- Understand them at a personal level
- Build and establish a strong rapport with them

Training

- Conduct training for recruited POS on a timely basis
- Support them with the tools to finish their tasks
- Provide end to end operational support

Business

- Ensure activation of the recruited POS
- Sell life and general insurance policies through the recruited POS
- Meet the targets set by the company
- Ensure the continuity of policies
- NACH/ Auto debit facility to be set up for clients for ease of payments
- Ensure the issuance of the policy

Educational Qualification

- MBA / Experienced Graduates
- Minimum of 2 years' experience in Sales
- Clean professional record

Skills required

- Team Management
- Strong communication skills
- Presentation skills
- Fluency in Regional language
- Willingness to learn & Unlearn
- Energetic

Note- This job involves travelling and meeting prospects for recruitment of POS.