

Bajaj Allianz Life Insurance Co. Ltd. is one of the leading life insurance companies in India. It was founded in 2001 as a joint venture between Bajaj Finserv Limited and Allianz SE, one of the world's leading global insurer and asset manager. Bajaj Allianz Life Insurance Co. Ltd. is a Great Place to Work-Certified™ organization with India's top employer award by Kincetric. We are powered by a strong 26,000+ workforce. (Please visit <https://www.bajajallianzlife.com> for more details.)



We would like to put forth the proposal for campus recruitment to hire Graduate and Post Graduate Management students for our Organisation on full time basis and would like to discuss further regarding the same.

Please find below the details:

Eligible Candidates: Graduate and Post Graduates Students passing out in 2024 and 2025.

Eligible Courses: BBA, BCOM, BA, BMS, BSC, MSC, M.com, MBA, MA, MMS, PGDM

Proposed Date of Joining: Immediate(Final Examination Leaves will be provided)

Job Location - Kolkata

Alumni Students can also apply

BUSINESS UNIT	EXTERNAL DESIGNATION	EDUCATION ELIGIBILITY	YEAR OF PASSING	TIER 1	TIER 2	TIER 3	TIER 4
IB	Relationship Manager – ST	Graduate	Current & Previous Year	3	2.75	2.75	2.6
Agency	Agency – Core (Executive Sales Manager - ST)	Postgraduate	Current & Previous 2 Years	3.5	3.5	3.5	2.75
		Graduate		3.25	3.25	3.25	2.75
	Agency - Variable (Assistant Territory Manager - ST)	Postgraduate	Current & Previous 2 Years	3.5	3.5	3.5	2.75
		Graduate		3.25	3.25	3.25	2.75
PSF	Senior Financial Service Manager-ST	Graduate	Current & Previous 2 Years	2.8			
	Relationship Manager – ST	Postgraduate		3.25			

Interested students can register on this link <https://forms.office.com/r/mzjXSBAbG> or they can scan the below QR code.



JOB DESCRIPTION

POSITION: SALES

Relationship Manager-ST (Graduate)

Department: Institutional Business

Key Sales Responsibilities:

- Play a crucial role in selling our Life Insurance Products to Bank customers and Channel Partners.
- Ensure branch & employee activation to ensure branch growth.
- Conduct regular sales activities within branch and catchment areas to generate leads
- Ensure timely resolution of queries and complaints and controlling the instances of adverse customer experience.

Relationship Management

- Manage Relationships with key Bank Branch Team to leverage Business.
- Act as one point of contact for any Life Insurance related requirements
- Conduct regular sales activities within branch and catchment areas to generate leads.

Lead & Business Generation

- Generate potential customer Leads through Activities, Lobby Management etc.
- Effectively engage with Bank Customers/ Channel Partners for Sales Closures.
- Ensure Monthly Business Activation of Bank SP / Branch
- Engage with customers to help build a healthy product portfolio that support them in meeting their life goals.

Product & Process Knowledge

- Ensure adequate Product & process Knowledge
- Sell Right to Customers.
- Adhering to regulatory requirements & monitoring quality of business

Qualifications:

Graduate

Essential Knowledge / Skill Sets:

- Should be presentable with good communication skills.
- Should be good at relationship building/management.
- Should have excellent communication, interpersonal and managerial skills.
- Should understand Insurance and related financial market products.
- Ability to work effectively in highly demanding and competitive environment.

JOB DESCRIPTION

Role Title	• Senior Financial Service Manager - Trainee • Relationship Manager-Trainee
Function/ Department	BALIC Direct

1. JOB PURPOSE

(Summarize in one statement because the job exists; and how it contributes to the overall objective of the company)

- To plan and achieve business targets in the area productivity, new premium, persistency. Take responsibility for scanning the market for emerging opportunities. To promote a customer -centric culture among both staff and field force.

2. PRINCIPAL ACCOUNTABILITIES

(Accountabilities associated with the Job)

- Responsible for target achievement of Life Insurance.
- Acquire, build & maintain strategic relationships with clients sources, develops & analyses customer needs to establish a client centric business environment, proposes and implements solution. Cross sales, try to up sells and timely renewal of client's insurance requirements
- Responsible for increasing share of business by offering entire range of products by achieving Monthly, Quarterly and Annual target.
- Optimal use of given lead on daily basis & Achieving cost efficient operation.
- Managing product mix, persistency, Lead Conversion% etc
- Managing accurate maintenance & updating database.
- Achieving goal sheet & contest achievement on weekly basis.

3. SKILLS AND KNOWLEDGE:

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

a) Qualifications

- Graduate / Master's in business administration/ post- graduation 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.

4. COMPENSATION OFFERED:

- **Graduate:** 2.8 Lakhs + Incentives
- **Postgraduate:** 3.25 Lakhs + Incentives

JOB DESCRIPTION

Role Title	Senior Sales Manager
Function/ Department	Agency

1. JOB PURPOSE

(Summarize in one statement because the job exists; and how it contributes to the overall objective of the company)

- To plan and achieve business targets in the area productivity, new premium, persistency.
- Take responsibility for scanning the market for emerging opportunities.
- To devise and implement sales strategy

2. PRINCIPAL ACCOUNTABILITIES

(Accountabilities associated with the Job)

- Responsible for quality team development and playing important role in expanding the market
- Building Distribution Network: Build a robust and profitable distribution network of Advisors & FLS.
- Productivity & Activation: To Manage productivity and activation of the Advisors within the team. To promote productivity of the field force. Establish good working habits for the force, undertake productivity improvement drives, organize specialized training programs.
- Recruitment of Advisors to ensure growth and productivity.
- Responsible for increasing share of business by offering entire range of products by achieving Monthly, Quarterly and Annual target.
- Managing product mix, persistency, Lead Conversion% etc
- Managing accurate maintenance & updating database.
- Achieving goal sheet & contest achievement on weekly basis.

3. SKILLS AND KNOWLEDGE:

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

a) Qualifications

- Master's in business administration/ post- graduation 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.

4. COMPENSATION OFFERED:

- **Postgraduate:** 3.5 Lakhs + Incentives (potential to earn up to 60,000 per month)