

## Front Line Sales – Agency channel

### Are you good at networking and training teams?

If yes, then this is the right job for you!

As a Front Line Sales (FLS) employee in Agency channel, you will leverage your network to recruit Financial Consultant (Agents) and coach them to sell life insurance policies and service customers.

### What are we looking for?

Integrity and passion to perform are the two most important traits that will define your success in this role.

### What does the job entail?

- ✦ It is a field job. You will have to travel within the assigned geography to meet Financial Consultant and customers.
- ✦ Your ability to build strong and sustainable distribution network will define your success.
- ✦ Your business targets will include the no. of active, successful Financial Consultants, distribution build up and overall premium.
- ✦ As a team manager, you will accompany the team of Financial Consultant on pre and post sales such as claim settlement.
- ✦ HDFC Life believes in technology driven sales and you will learn new technology/Mobility enhancements, to comply with the Sales Management Process.
- ✦ As a business professional you will be uphold organizational values in every action and ensure business ethics and integrity. You are expected to be compliant to regulatory and statutory regulations

### About the Channel / Channel:

- ✦ Create a strong and sustainable distribution model through existing and new Financial Consultants
- ✦ The channel works on Financial Consultants network model who generate leads for life insurance. The FLS manages these Financial Consultants (also known as Life Insurance Agents) and help them in selling life insurance.

### Essential conditions:

- Age :21 – 38 years
- Education: Graduation in any stream
- Please connect with HR representative for further details