

Front Line Sales –Direct channel

Are you a good communicator and listener?

Is yes, then this is the right job for you. As a Front Line Sales (FLS) employee in Direct channel, you will meet assigned customer and close sales.

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 customers assigned to you for sales and service delivery.
- ✦ You will be evaluated on your ability to meet the business targets (Top line, Persistency, Product mix) by working on assigned calls.
- ✦ 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 Channel where you will join :

Direct sales channels give you direct access to customers without any intermediaries. The different modes of distribution in this channel include:

- Loyalty - where leads are provided by outbound and inbound contact centers and the portfolio of customers are classified based on different campaigns.
- Branch Customer Service & Sales (BCSS) caters to customer walk-ins at HDFC Life branches.
- Direct Service Channel (DSC) taps into existing customers by effectively resolving customer queries.

Essential conditions:

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