

Job Description

Sales Manager– Agency

Details of the Position

Position: Sales Manager

Function / Department: Agency

Reporting Relationship: Branch Manager / M4

Branch / Location: Multiple Locations

Purpose of Role: Recruit advisors and Source Business for the company

CTC : 2 to 7.5 Lakhs

What you get to do here?

- Recruit and Activate advisors as per plan (activation on a monthly basis)
- Ensure Active Advisor productivity is maintained as per the plan.
- Establish interpersonal business relationship to facilitate work activities.
- Conduct meeting with reporting agents on an ongoing basis to evaluate their performance and advise them on the same. (ensure that they meet the Career Progression from TA's to SA's and AO's as per the Agency)
- Generate revenue and acquire new customers either face to face or digitally.
- Review with reporting manager on a weekly basis
- Attend all meeting and training programs conducted by management
- Ensure 2 joint calls are made on a daily basis
- Comply with all the policies and procedures laid down by the company

What you must have?

- Minimum Graduate
- Age preferably less than 35 years.
- Minimum 2-3 years experience, preferably in Insurance Sales
- Preferably localite (should be from same city of job location)
- Should have a personal vehicle

What you need to bring to the table?

- Negotiation Skills
- Comfortable working with digital tools
- Communication Skills – both face to face and virtually
- Networking Skills
- Team Management Skills
- Business Acumen
- Interpersonal Skills
- Active Listening Skills