

JOB PROFILE

Position	Assistant Agency Manager / Channel Sales Officer	Location	Students can be placed anywhere in their respective zones- North/ East/ West/ South/ Central India
Reports to	Branch Manager/ TSM	Department	Agency- Sales Banca - Sales
Our Vision	To be the trusted leader in Health insurance by providing innovative solutions to the citizens of India		
Our Mission	<ul style="list-style-type: none"> • Constantly introduce innovative health insurance & wellness solutions that meet customer needs • Build an organization on the principles of transparency, trust and integrity • Create opportunities for our employees to learn and grow in an enjoyable work culture • Constantly deliver on our commitments to all our stakeholders 		

About HDFC ERGO Health Insurance Co., Ltd.,

HDFC ERGO Health Insurance Ltd. was founded with HDFC Limited acquiring the majority stakes of 51% in the company Apollo Munich Health Insurance Co. Ltd., with necessary approvals from the Insurance Regulatory and Development Authority of India (IRDA), Reserve Bank of India/National Housing Bank and Competition Commission of India. Subsequent to this transaction, Apollo Munich Health Insurance Company Limited was renamed as HDFC ERGO Health Insurance Co. Ltd. or HDFC ERGO Health. The transaction marked the onset of an exciting journey to provide enhanced customer experience, supported by innovative processes and new-age technology. HDFC ERGO Health remains fully committed to the same principles that have made Apollo Munich a trusted health insurance partner.

In addition, our customers now have the access to a larger-combined product suite offered by entities - HDFC ERGO Health, HDFC ERGO General, and existing products of Apollo Munich. Our products in the retail segment cover categories like Health Insurance, Critical Illness, Personal Accident, Top-up Coverage, International Travel Insurance and Maternity along with Group Health Insurance and Group Personal Accident Insurance for corporates with our major policies being Optima Restore, Easy Health, Health Wallet, iCan, Energy, Easy Travel, IPA among others. The organization has been adjudged the “Insurance Claims Excellence of the Year 2019” by ASSOCHAM along with “Health Insurance provider of the year 2019” by Outlook Money and “Amiable Insurer of the year 2018” by ET Insurance Summit among others. HDFC ERGO Health has been one of the top 100 Great Place to Work 9 times in a row till 2019.

We are seeking highly motivated and talented individuals (m/f) to be associated with us in our Journey and support in achieving our goals and objectives.

Key Roles & Responsibilities

- Establishing, maintaining and growing relationship with the key stakeholders
- Opportunity mapping starting at the branch level and sharing the same with the Team Member
- Conducting in- branch training and joint calls to train and convert business
- Handling and driving marketing and business promotion campaigns designed at National/ Zonal/Regional levels
- Providing regular and timely updates of various activities and campaigns as per the agreed frequency and formats by the management.
- Owning the budgeted sales target for the branch/ branches.

- Ensuring and owning 360-degree support on OPS, MIS, Customer Service and Claim related queries
- Following and adhering to the governance plan In pursuit of delivering Outstanding Customer Experience with a winning mantra of “LET’s UNCOMPLICATE”
- MBA from a business school/University degree from Sales and Marketing
- Should have a Minimum of 6 Months experience in Sales (Any Sector) or should have completed a 2- month internship in Field Sales (Any Sector)

Competencies

- Industry Awareness
- Value Based Selling
- Target Monitoring
- Influencing
- Adaptability
- Agent Management/Branch Relationship Management
- Team Work / Network Planning

Salary

- Training Period (First 3 Months) -Stipend of Rs 8000/- Per Month.
- • If you leave the Company or submit your resignation before completion of first year, YMP will be liable to pay Rs.100,000/- (Rupees One Lakh Only) to the Company towards the expenses incurred towards your training and upskills. YMP will be relieved from Services only on payment of Rs.100,000/- (Rupees One Lakh Only) to the Company. The Company also reserves the right to initiate necessary legal proceedings against you on your failure to pay the amount and adjust the same from any amount payable by the Company to you.
- • After Training Completion - Rs 3,00,000/- p.a.+ Incentives (Upto Rs. 50,000 p.a. can go upto Rs 1,50, 000 p.a. for high performers) + Reimbursements (Upto Rs 48000/- Per Annum) • One time welcome bonus of Rs 4000 to be paid after completion of 4 months with HDFC Ergo
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- *Based on HDFC Ergo Reimbursement Policy