

NOTICE

Placement – Aditya Birla Capital

Job Purpose

The aim is to drive Insurance Business by actively seeking and acquiring new clients. To ensure all the pre and post-sales support and services to the clients. Ensure not only to achieve the target but also to make sure there is a consistent growth in the business every quarter.

Role - Front Level Sales Employee

Roles & Responsibilities

- Contacting potential clients and creating rapport by networking, cold calling, using referrals etc
- Identifying the needs and demands of the clients and selling the appropriate insurance product
- Re-assessing the policy needs of existing clients at regular intervals
- Achieve targets in order to contribute in the overall growth of the company
- Execute smooth function of the sales and other processes in order to maximise business potential.
- Regularly interact with customers and resolve their queries and ensure that renewal of insurance policies take place on time
- Relationship management with various stakeholders.

Primary Mandate

Candidate should be a Graduate

Salary :

Role	Location	CTC
Relationship Executive- Direct Marketing	Ahmedabad	2.5 Lacs- Graduates\ 3 Lacs for MBA

Students interested may also revert to Dr. Maulik Rathod (maulik.rathod@raiuniversity.edu) Placement Coordinator, Rai School of Management Studies) by July 08, 2024.

**Rajesh Nair
Training & Placement
Corporate Resource Cell**