

BHARTI AXA LIFE INSURANCE

JOB DESCRIPTION	
Designation: Relationship officer	Band: 1
Reporting To: Manager	Department: Bancassurance – Axis Bank
CTC - 3 LPA	

JOB SUMMARY:

Takes responsibility of fulfilling leads & prospecting new business from salary segment of bank partner to close Protection and annuity business.

KEY RESPONSIBILITIES:

- Lead generation at the time of account opening/service call being made to the customer
- Establishing & strengthening relationship with Cluster head & staff to gain mind share from them on protection and Annuity
- Involvement in work site activities (putting up stalls and making presentations in corporate. □ Working, engaging and connecting with HNI clients for one on one selling □ Closing sale and following up on issuance.
- Increasing bank's customer awareness about Life Insurance solutions and achieve the targeted penetration on Annuity and protection
- Drive effectively the Reward and recognition programs launched for the bank staff.
- Train the bank staff regularly on Annuity and Protection plan

Key Skill:

- Excellent communication, interpersonal and selling skill
- Strong problem solving skills and decision making ability

MINIMUM/SPECIFIC EXPERIENCE:

- Graduate/ Post Graduate in any discipline
- Good communication skills – English & regional language (mandatory)
- Age group: 20-30 years
- Preferably has own conveyance

LOCATION:

- Mumbai
- Bangalore
- Ahmedabad
- Kolkata
- Delhi