

Organization:	TATA AIG
Job Title:	Sales Specialist
CTC:	Rs. 3.50 LPA
Location:	PAN India
Departments Eligibility:	Management
Course Eligibility	MBA (Pursuing)
Student Gender Preference:	Male/Female

General Job Description

1. Acquiring new agents through market mapping, identifying sources of recruitment, networking and relationship building, referred recruitment, cold calling etc. and ensuring activation of agents. This will require the role holders to be out in the market to meet relevant stakeholders during the day.
2. Execution of business strategy for wider and deeper spread of business by breaking down budgets agents-wise, month-wise and driving channel sales to achieve business targets.
3. Ensuring and increasing business through span of active agents by ensuring structured training programs for agents, increasing number of new accounts per agent, motivating agents, execution of promotional activities/ campaigns etc.
4. Ensuring hygiene in the business, including reconciliation, customer complaints resolution/daily reporting to HO/Manager etc.
5. Any other responsibility assigned by the reporting manager.
6. Stretch working hours during month-end, quarter-end and year-ends could be expected.
7. In case the business demands, weekend working may be required

Benefits

Opportunities for professional development and networking.

Eligibility

Student of MBA

Male/Female

Specialization: Marketing

Traveling required

Good Communication skills

Job Reviewed by: Director, Training & Placement

Job Approved by: Director, Training & Placement

Job provided through: Campus Placement

Date: 09.11.2024