

<b>Organization:</b>	<b>TATA AIG INSURANCE</b>
<b>Job Title:</b>	<b>Sales Specialist</b>
<b>CTC:</b>	<b>3.50 LPA</b>
<b>Location:</b>	<b>Pan India</b>
<b>Departments Eligibility:</b>	<b>MANAGEMENT</b>
<b>Course Eligibility</b>	<b>MBA</b>
<b>Student Gender Preference:</b>	<b>Male/Female</b>

## 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 .

## Eligibility

Management/Commerce/Humanities

MBA

SPECIALIZATION : MARKETING

Fresher

MBA majors in marketing and sales Specialization.

Students from passing out year 2025 can only apply

**Job Reviewed by: Director, Training & Placement**

**Job Approved by: Director, Training & Placement**

**Job opportunity provided through: Training and Campus Placement Department**

**Date: 24/10/2024**