Srinath University
अध्ययन • अनुशासन • अनुग्रहण

JOB DESCRIPTION

care HEALTH INSURANCE

Organization:	**CARE HEALTH**
Job Title:	**TRAINEE/ AGENCY MANAGER/ BUSINESS AGENCY MANAGER/ SENIOR AGENCY MANAGER**
CTC:	**1.8-5LPA**
Location:	**BANGALORE**
Departments Eligibility:	**MANAGEMENT/COMMERCE**
Course Eligibility	**MBA, BBA & BCOM**
Student Gender Preference:	**ANY**

General Job Description

TRAINEE

- Learn and understand health insurance products, policies, processes and systems.
- Assist in customer interactions and policy servicing.
- Support sales team in lead generation and customer follow-ups.
- Achieve individual targets under guidance.
- Build strong product knowledge and sales skills.

General Job Description

Agency Manager

- Recruit, train and develop insurance advisors.
- Drive sales and achieve agency/business targets.
- Manage relationships with clients and prospects.
- Ensure policy persistency and customer satisfaction.
- Monitor team performance and provide guidance.

General Job Description

Business Agency Manager

- Build and expand a strong agency channel.
- Lead, motivate and develop a team of Agency Managers.
- Drive business growth through strategic planning and execution.
- Strengthen client relationships and ensure retention.
- Analyse performance metrics and implement improvement plans.
- Ensure compliance and quality standards.

General Job Description

SENIOR AGENCY MANAGER

- Lead and manage multiple agency teams to achieve business objectives.
- Develop and implement growth strategies.
- Drive high performance culture and talent development.
- Build strong alliances and strategic partnerships.
- Monitor business performance and ensure profitability.

Preferred Skills
• Excellent communication and interpersonal skills. • Strong sales, negotiation, and convincing abilities. • Good customer relationship and relationship-management skills. • Ability to generate leads and develop new business opportunities. • Strong team-building, leadership, and people-management skills. • Target-oriented with a strong focus on achieving business goals. • Good networking and client-handling skills. • Ability to train, guide, and motivate team members. • Strong problem-solving and decision-making abilities. • Good time-management and organizational skills. • Basic knowledge of MS Office and CRM tools. • Self-motivated, proactive, and willing to take initiative. • Ability to work independently as well as in a team.

Eligibility
MANAGEMENT/ COMMERCE
Specialization **MBA, BBA & BCOM**
Fresher
Technical skills, attention to detail, problem-solving, and communication skills.
Meeting minimum age requirements, typically 18 years old.

Job Reviewed by: Senior Director, Training & Placement
Job Approved by: Senior Director, Training & Placement
Job opportunity provided through: Training and Campus Placement Department

DATE:-07.05.2026