

Role	
Company Name	ICICI General Insurance Company Limited
Number of Vacancies	20
Role Name / Designation	Management Trainee
Band	MT
Business Group	Retail Sales Group
Vertical	Banc assurance, Dealer Channel, Agency, Central Product Team
Location	All India Locations
Reporting To	Area Sales Manager/ Zonal Sales Manager
Stakeholder Management	Sales, Underwriting, Claims, IT, Operations, External Customers, Intermediary etc.

Role Objective :

To Influence revenue (GWP) through relationship with banks, dealers, Agents and other intermediaries, market mapping, product development and project management.

- Role:**
- Responsible for increasing share of business in the assigned customer segment.
 - Responsible to ensure healthy product mix and managing overall profitability of the portfolio
 - Portfolio management in line with organization goal, combine ratio and future growth.
 - Developing relationship across level including senior management and other stakeholders.
 - Fostering relationship with banks, dealers, Agents and other intermediaries etc.
 - Claim management and servicing with meaningful engagement with internal stake holders.
 - Closely working with underwriting team to mature sales leads efficiently.
 - Product Development, Sales Analytics, Market penetration strategies, MIS etc.
 - Innovate solution to cater changing needs of customer & to be ahead of the competition.
 - Project Management to build business intelligence, market insight with changing scenario.
 - Expected to support managers with MIS, analytics, reports and market intelligence.

- Required Qualification / Experience**
- MBA / PGDBM from Premier business school of India
 - High on energy, innovative thinking, passionate and can do attitude.
 - Firm believer of fostering relationship at all level to achieve business objectives.