

SALE MANAGEMENT TRAINEE

ABOUT THE COMPANY

Established in 2001, Kotak Life Insurance is one of the fastest growing insurance companies in India, covering over 50 million lives nation wide.

JOB TITLE

Sales Management Trainee - Tied Agency Channel (L3)

LOCATION

ABOUT THE PROGRAM

Our Sales Management Trainee program prepares individuals for success in insurance sales. This program is an excellent opportunity for motivated individuals looking to build a successful career in sales and management while making a positive impact in the insurance industry.

JOB SUMMARY

We are seeking a dynamic and motivated Sales Management Trainee to join our Tied Agency Channel. As a Sales Management Trainee, you will undergo comprehensive training to develop the skills needed for success in the insurance industry.

KEY RESPONSIBILITIES

Responsible for recruiting by identifying prospects and conducting meeting with prospects

Recruiting Life advisors while actively building and managing a team

Driving Sales targets by joining field work

ABOUT CHANNEL

Our Tied Agency Channel, is distribution model where insurance agents or representatives are committed to promoting and selling our product through various sources. The channel support product offerings ensuring a consistent and aligned approach to customer service and insurance solutions

EXPERIENCE

MBA or PGDM graduate with no prior experience required; we provide comprehensive training and support for career development.

BENEFITS

1. Medclaim: Rs. 4 lakh revolving cover for yourself and 5 dependents after confirmation.
2. Life insurance cover: Equivalent to 1.5 times your fixed pay.
3. Extensive training and development opportunities.
4. Mentorship from Industry Experts.

COMPENSATION DETAILS

Fixed CTC - Rs. 3,50,000 per annum
Confirmation Bonus- Rs.80,000 (After completion of One year)
An LTIP of Rs.1,00,000 in the 2nd year
An LTIP of Rs.1,20,000 in the 3rd year
+ Sales incentives

