

JOB PROFILE

Department	Retail Business Group	Function	B1 HDFC Sales
Position	Senior Executive – Bancassurance	Band	JM1
Location	Multiple Locations	Reporting To	Sr Manager / AVP
Our Vision	To be the most admired insurance company that enables the continued progress of customers by being responsive to their needs.		
HDFC ERGO as an Employer	<ul style="list-style-type: none">• We believe in Sensitivity• We drive Excellence• We uphold Ethics• We bring Dynamism		
About HDFC ERGO General Insurance Co. Ltd.			
<p>HDFC ERGO General Insurance Company Limited was promoted by erstwhile Housing Development Finance Corporation Ltd. (HDFC), India’s premier Housing Finance Institution and ERGO International AG, the primary insurance entity of Munich Re Group. Consequent to the implementation of the Scheme of Amalgamation of HDFC with and into HDFC Bank Limited, one of India’s leading private sector bank (Bank), the Company has become a subsidiary of the Bank. The Company offers complete range of general insurance products ranging from motor, health, travel, home and personal accident in the retail space and products like property, marine and liability insurance in the corporate space. With a network of branches spread across wide distribution network and a 24x7 support team, the Company has been offering seamless customer service and innovative products to its customers.</p>			
Key Roles & Responsibilities			
<u>Operational Responsibilities</u>			
<ul style="list-style-type: none">• Responsible for generating sales and profitability and conducting calls with the sales team• Providing adequate support to the team and support them as and when required• Responsible for motivating and grooming of the internal sales team• Conducting periodic training programs• Ensuring quality services at the channel and customer level• Responsible for tracking business sales and volumes• Designing and executing local contest for maintaining the team's involvement• Relationship building and maintaining with the internal & external team			
<u>Compliance & Adherence</u>			
<ul style="list-style-type: none">• Ensuring all the activities including conducting contests to following new and existing processes are following the required compliance and adherence requirement			
Key Requirements – Education & Certification			
<ul style="list-style-type: none">• Graduate/ Post Graduate			
Key Requirements – Experience & Skills			
<ul style="list-style-type: none">• Excellent sales skill, convincing skills, lead generation and time management are required• Proven experience of 3+ years is required• Preference will be given to the candidate with existing sales knowledge & bancassurance industry• Personal 2-wheeler with the driving licenses will be preferred			
Remarks	The details of this position are confidential. The decision to change/modify the specifications is at management’s discretion.		