



JOB PROFILE

Department	Retail Business Group	Function	B1 HDFC Bank HL
Position	Senior Executive-Bancassurance	Band	JM1
Location	Patiala	Reporting To	SM
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			
<p><u>Bancassurance strategy & execution</u></p> <ul style="list-style-type: none">• Designing, implementing and executing strategies for continuous growth. Further, discussing and allocating the penetration percentage to the team• Ensuring achievement of the GWP (Gross Written Premium) numbers, market share and the penetration of the budgeted numbers• Regular interaction and co-ordination with the line managers, channel partners, third-party team (TPT) and line team of the bank• Providing the required training to the team and providing periodic review of team performance and setting agenda• Responsible for timely hiring, maintaining and encouraging the diversity and controlling the attrition• Responsible for grooming and hand-holding of the direct reportee's including 5 to 7 Sales Managers• Engagement with channel• Ensuring team and channel management through product training and R&R (Rewards & Recognition) drives• Maintaining channel relationship management and ensuring the same is adhered by the internal team members• Coordination with internal & external team• Daily coordination with the internal team via huddles calls or one to one call along with managing relationship across the bank internally & externally• Relationship managing between interdepartmental teams <p><u>Compliance & Adherence</u></p> <ul style="list-style-type: none">• Ensuring all the activities including conducting R&R (Rewards & Recognition) to following new and existing			

processes are following the required compliance and adherence requirements	
<ul style="list-style-type: none"> Key Requirements – Education & Certification 	
<ul style="list-style-type: none"> Graduate/Post Graduate 	
<ul style="list-style-type: none"> Key Requirements – Experience & Skills 	
<ul style="list-style-type: none"> Efficient team management, channel management, communication skills Proven experience of 8+ years is required Preference will be given to the candidate with bancassurance industry background 	
Remarks	<p>The details of this position are confidential.</p> <p>The decision to change/modify the specifications is at management's discretion.</p>