

JOB PROFILE

Department	Retail Business Group	Function	KRG 1
Position	Deputy Manager / Senior Executive	Band	JM2 / JM1
Location	Multiple Location	Reporting To	Assistant Vice President
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			
<ul style="list-style-type: none">• Liaison with channel partners to generate business and drive sales conversion• Build, maintain and strengthen healthy business relationships with channel partner teams• Conduct joint field visits / joint calls with channel partners to support sales closure.• Engage with potential customers, understand queries, and provide accurate product information• Create visibility and mindshare for company products within the channel ecosystem.• Achieve assigned sales targets and ensure consistent performance.			
Key Requirements – Education & Certification			
<ul style="list-style-type: none">• Any graduation or post-graduation			
Key Requirements – Experience & Skills			
<ul style="list-style-type: none">• Good communication skills• Flexible to Travel• Customer handling skills• Ability to influence and collaborate with multiple stakeholders• Target driven, result oriented and proactive in problem solving			
Remarks	The details of this position are confidential. The decision to change/modify the specifications is at management’s discretion.		