



JOB DESCRIPTION

Role Title	Senior Sales Manager
Function/ Department	Agency

1. JOB PURPOSE

(Summarize in one statement because the job exists; and how it contributes to the overall objective of the company)

- To plan and achieve business targets in the area productivity, new premium, persistency.
- Take responsibility for scanning the market for emerging opportunities.
- To devise and implement sales strategy

2. PRINCIPAL ACCOUNTABILITIES

(Accountabilities associated with the Job)

- Responsible for quality team development and playing important role in expanding the market
- Building Distribution Network: Build a robust and profitable distribution network of Advisors & FLS.
- Productivity & Activation: To Manage productivity and activation of the Advisors within the team. To promote productivity of the field force. Establish good working habits for the force, undertake productivity improvement drives, organize specialized training programs.
- Recruitment of Advisors to ensure growth and productivity.
- Responsible for increasing share of business by offering entire range of products by achieving Monthly, Quarterly and Annual target.
- Managing product mix, persistency, Lead Conversion% etc
- Managing accurate maintenance & updating database.
- Achieving goal sheet & contest achievement on weekly basis.

3. SKILLS AND KNOWLEDGE:

(Minimum acceptable proficiency for this job which best indicates the education and/or experience requirements of this job and not the incumbent)

a) *Qualifications*

- Master's in business administration/ post- graduation in any stream.
- Communication in English, Hindi & other Regional Language (Local candidate will be preferred)
- Keen to work in a highly competitive environment.
- Right attitude & never - say- die mind-set.
- Effective planning, time management and organizational skills
- Demonstrated ability to understand customer/partner issues and navigate to an appropriate resolution leveraging business knowledge and technical aptitude.

4. COMPENSATION OFFERED:

- Graduate/Postgraduate: 3.25/3.5 Lakhs + Incentives (potential to earn up to 60,000 per month)