

Position/ Designation

Relationship Manager - Agency

Band/ Grade

Operational Level / M8 or M9

Job Responsibilities

The Relationship Manager has the responsibility of driving sales and achieving the sales target

Advisor Recruitment

- Recruitment of Advisor
- Training of Advisor

Target Achievement

- Drive sales and achieve targets



Key Performance Indicators

Qualitative

- Achieving sales targets
- Recruitment of Advisor
- Activisation of Advisor

Quantitative

- Achievement of Monthly / Quarterly / Half yearly and Annual Sales Target

Preferred Credentials

Work Experience

0-4 years In Insurance / Banking / Finance / FMCG / NBFC / Pharma Sales and Freshers

Qualifications

Graduate / (12 + 3 = 15) years of formal education

Competencies

- Result Orientation
- Leadership Skills
- Customer Orientation
- Interpersonal and Communication Skills
- Energy, Drive and Initiative
- Cost and Quality Consciousness

Date: _____
Owner Department HR Department