

JOB DESCRIPTION

POSITION / DESIGNATION	Business Development Manager – BroCA
BAND / GRADE	
JOB RESPONSIBILITIES	<p>Responsible to build a productive relationship with broking channel partner and to drive insurance business</p> <p>Relationship Management</p> <ul style="list-style-type: none"> • Provide Service and Sales Support with existing / New Broking / Corporate Agency. • Engage with the broker staff and maintain an open and trusting relationship with them by creating value addition. • Engage the Channel Partner in regular discussion to transfer knowledge about IndiaFirst, Company's product offerings and understand their issues/ concerns about selling insurance and to solve all complaints if any • Handling Broker Sales Staff queries about Login / Issuance / Product Queries / Activities • To address After Sales Service Issues and MIS reporting. <p>Other</p> <ul style="list-style-type: none"> • Ensure proper login, issuance process to be followed. • Coordination with UW / Ops team of IndiaFirst for issuance, CFR management, MIS. • Coordination with Brokers / CAs regarding reporting on Logins / Issuance / MIS.
KEY PERFORMANCE INDICATORS	
QUALITATIVE	<ul style="list-style-type: none"> • 100% Quality Business to maintain persistency above 85% • Servicing to channel partners staff on Persistency, product queries, UW guidelines, login / issuance support and MIS reporting • Smooth functioning of processes related to internal and external reporting. Hierarchy.
QUANTITATIVE	NA
PREFERRED CREDENTIALS	
❖ WORK EXPERIENCE	2-3 years In Insurance especially in Life Insurance industry - handled Broking or Banking

❖ AGE	Below 35 years
❖ QUALIFICATIONS	Graduate
❖ COMPETENCIES	<ul style="list-style-type: none">❖ Result Orientation❖ Customer Orientation❖ Interpersonal and Communication Skills❖ Energy, Drive and Initiative❖ Quality Consciousness❖ Career Aspiration❖ Positive thinking