

# Niva Bupa Health Insurance!!

## Relationship Associate

### Job Profile Details

Placement Cycle

**ARKA JAIN University - Placements 2024-25**

Job Location

Pan India

Date of Visit

NA

Position Type

Full Time

Expected Hires

NA

Sector

Business Development

CTC

INR 310000 - 410000

Category

Level 2 - General

Description

Position

Relationship Associate

Location

PAN India Grade

M9 Department

**Bancassurance Our Purpose**

At Niva Bupa, our purpose is to give every Indian the confidence to access the best healthcare. Our Values Commitment, Innovation, Empathy, Collaboration & Transparency About Niva Bupa Health Insurance Company Niva Bupa Health Insurance Company Limited (formerly known as Max Bupa Health Insurance Company Limited) is a joint venture between Bupa, a leading international healthcare company with a legacy of providing specialized healthcare services for over 70 years and Fettle Tone LLP (an affiliate of True North Fund VI LLP), a leading Indian private equity firm.

Niva Bupa is an Equal Opportunity Employer committed to achieving diversity within its workforce, and encourages all qualified applicants to apply, irrespective of gender, age, sexual orientation, disability, culture, religious and ethnic background. We welcome specially-abled professionals to join our team.

For More information visit our website : [www.nivabupa.com](http://www.nivabupa.com).

**Key Roles & Responsibilities**

This is hardcore field Sales Job.

Achieve assigned annual target of the branch by driving sales across all customer segments- Business mix in terms

of blended premium & no. of cases.  
Maintain cordial relationship with bank staff and resolve escalations within TATs  
Need to travel across multiple assigned 10-20 bank branches.  
Should be open to travel between 50-100 kms.  
Regular product training / refresher to the sales force of the branch  
Ensure activation of bank sales force on a weekly, fortnightly, and monthly basis  
Drive branch customer awareness program and explore every possible opportunity to bundle the health insurance proposition  
Drive effectively the Reward and recognition programs launched for the bank staff  
Two / Four - wheeler & Driving License is mandatory.  
Compensation  
CTC  
Fixed Compensation (Fixed CTC is subject to Statutory, Tax deduction as applicable)  
INR 2,70,000/-  
Retention Bonus after 12 months (The employee should be active and not resigned of the company at the time of retention bonus payout)  
INR 40,000/-  
Total Compensation  
INR 3,10,000/-  
Performance Linked Earning Capacity  
Incentives Up to (Subject to achieving targets, Incentives as per the Sales Incentives Policy)  
INR 60,000/-  
Conveyance Allowances up to (Subject to achieving targets, Conveyance Allowances as per the conveyance policy)  
INR 40,000/-  
Total  
INR 1,00,000/-

## Open for Courses

### - Jain - Arka Jain University Jharkhand

#### *BBA*

1. Marketing
2. Human Resources
3. Business Administration & Management
4. Commerce
5. Entrepreneurship
6. Finance & Financial Management
7. Accounting
8. Banking
9. Digital Marketing
10. Finance

- 11. Marketing
- 12. Human Resource
- B.Com (Hons.)*
  - 1. Accounting
  - 2. Finance & Financial Management
  - 3. Marketing
  - 4. Human Resources
  - 5. Commerce
  - 6. Data Science
  - 7. Finance
  - 8. Marketing
  - 9. Human Resource
  - 10. Finance
- BA (Hons.)*
  - 1. English
  - 2. English

Eligibility Criteria

BA (Hons.)	<b>Applicants must have obtained</b> 55 % in Class 12th
BBA	<b>Applicants must have obtained</b> 55 % in Class 12th
B.Com (Hons.)	<b>Applicants must have obtained</b> 55 % in Class 12th
Work Experience Criteria	No work experience based criteria defined yet!
Allowed Genders	[Y] Male students [Y] Female students [Y] Other Genders
Backlogs	Students with any number of ongoing backlogs are eligible

Hiring Workflow

<b>Pre-placement Talk</b>	<i>No Venue/Time specified</i>
<b>Online test</b>	<i>No Venue/Time specified</i>
<b>Technical interview</b>	<i>No Venue/Time specified</i>
<b>HR interview</b>	<i>No Venue/Time specified</i>

Additional Info

No additional information