

InsuranceDekho

Relationship Manager (Motor)

Job Profile Details

Placement Cycle

ARKA JAIN University - Placements 2024-25

Job Location

Jharkhand (Khunti & Gumla,) Preference will be given to the students who are from this location

Date of Visit

NA

Position Type

Full Time

Expected Hires

NA

Sector

Business Development

CTC

INR 330000

Category

Level 2 - General

Description

JOB DESCRIPTION

Role: Relationship Managers (Motor)

What is the purpose of the role -

- Meet potential POSP agents in respective geographical assignments. Service the

Existing POS to drive sales growth Handle Customer Inquiries with a speedy and Satisfactory resolution coordinates with Girnar Insurance HO Team for the smooth

Execution of the sales process

- Create offline training and servicing process for the POSP.

- Should know local agent network.

- Achieve Monthly Sales Target Numbers.

- Should be a Highly Motivated Individual and should be able to drive Chanel with

Ownership. Travelling can be frequent.

- Managing relationships with customers.

- Identifying and communicating customer needs.

- Ensuring customer satisfaction.

- Developing and implementing marketing strategies to grow the customer base.

- Strong communication skills.

- Some awareness of Motor & General Insurance and have the zeal to be a Pro in

Sales.

- Looking for fast growth in a challenging environment and willing to work hard.

- Proficiency and fluency in English, Hindi and any other

local language

Preferable.

About Insurance Dekho:

Insurance Dekho is a leading Insurtech start-up, providing a one-stop solution for all general insurance needs both in B2B and B2C space. Through its digital platform, it aims to make insurance selling an interactive and Educative experience. Insurance dekho is owned by Girnar Insurance Brokers Private Limited, a company Incorporated under the companies act, 2013 and registered with the Insurance Regulatory and Development Authority of India as Direct Broker (General) Insurance bearing license no 588.

With a strong focus on consumer delight, the company has developed proprietary technology to assist Customers and partners through the entire lifecycle of a policy. With over 50+ Motor and Health plans from 19 insurers, Insurance Dekhos website and mobile-friendly digital platforms provide several features like plan Comparison, instant policy issuance, claims management and renewal reminders, to name a few. Since launch, the company has grown exponentially and had coverage across 350+ cities in India. Our Endeavour is to create Customer Delight by delivering Exceptional Experiences. With this vision, we aim to build a robust insurance eco-system which would enable customers to fulfill their insurance needs in a hassle free way. The company facilitates both Motor and Non-Life Insurance with a strong focus on Motor Insurance across all segments Private Cars, Commercial Vehicles, School Buses, GCV, Bikes

Open for Courses

- Jain - Arka Jain University Jharkhand

BBA

1. Business Administration & Management
2. Commerce
3. Finance & Financial Management
4. Accounting

B.Com (Hons.)

1. Accounting
2. Finance & Financial Management
3. Commerce
4. Finance
5. Finance

BA (Hons.)

1. English
2. English

MBA (Semester)

1. Business Administration & Management

2. Finance
3. Human Resources
4. Commerce
5. Finance & Financial Management
6. Marketing
7. Marketing & Sales
8. Marketing & Finance
9. Marketing & Human Resource

B.Tech

1. Mechanical
2. Computer Science
3. Computer Science & Engineering
4. Computer Application
5. Mechanical Engineering
6. Mechanical Engineering
7. Computer Science Engineering
8. Computer Engineering
9. Information Technology

Eligibility Criteria

B.Com (Hons.)	<i>All students are eligible</i>
B.Tech	<i>All students are eligible</i>
BBA	<i>All students are eligible</i>
MBA (Semester)	<i>All students are eligible</i>
BA (Hons.)	<i>All students are eligible</i>
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

HR interview

Venue : Online HR Telephonic Interview
Time : 24 Apr 2025, 05:30 AM IST

Additional Info

No additional information