

TATA AIG

Sales Manager / Relationship Manager



Job Profile Details

Placement Cycle

ARKA JAIN University - Placements 2025-26

Job Location

PAN India.

Date of Visit

NA

Position Type

Full Time

Expected Hires

NA

Sector

Sales

CTC

INR 350000

Category

Level 2 - General

Description

Job Role:

As a Sales Manager, the candidate will play a pivotal role in driving business growth through direct, on-the-ground field sales activities. This is a field sales role where candidate will actively recruit and support agents and build strong client relationships. Your hands-on engagement will be key to executing sales strategies effectively and consistently achieving business targets.

Key Responsibilities:

- Recruit, train, and manage a team of agents through various sourcing
- Drive sales by implementing company strategies and meeting
- Support and mentor agents for better
- Maintain and grow client relationships to expand our
- Ensure smooth operations through follow-ups, approvals, and admin
- Explore new opportunities via cold calling, referrals, and

What We're Looking For:

- Comfortable with field sales and interacting with different
- Willingness to travel
- Strong communication and interpersonal
- Resilient, adaptable, and goal-

Open for Courses

- Jain - Arka Jain University Jharkhand

MBA (Semester)

1. Marketing & Finance
2. Marketing & Human Resource

Eligibility Criteria

MBA (Semester)

All students are eligible

Work Experience Criteria

No work experience based criteria defined yet!

Allowed Genders

[Y] Male students
[Y] Female students
[Y] Other Genders

Backlogs

Students with backlog(s) not allowed

Hiring Workflow

Pre-placement Talk

No Venue/Time specified

Group discussion

No Venue/Time specified

HR interview

No Venue/Time specified

Additional Info

No additional information