



## OFFICE OF THE CAREER DEVELOPMENT CELL (CDC)

### GANGADHAR MEHERUNIVERSITY

Amruta Vihar, Sambalpur – 768004, Odisha, India

*Prof. Susanta Kumar Das*

*Coordinator, Career Development Cell (CDC)*

[https://www.gmuniversity.ac.in/images/faculty\\_doc/profile\\_1604355256.pdf](https://www.gmuniversity.ac.in/images/faculty_doc/profile_1604355256.pdf)

## NOTICE

*Date: 10.11.2023*

Dear Students,

Greetings of the day. It is my pleasure to inform you that **Bajaj Allianz Life Insurance Company Limited** has some placement opening for 2023 UG/PG passed out student of all branches. Detail of these opening are given in Annexure-I. Those who are interested can register through the following link.

<https://forms.gle/iN9fEc9tEZD6SMjc9>

**Dead line of Registration : 11. 11. 2023**

*Please carefully read the instruction given in the google form while filling it*

### **Please Note:**

1. Join the organization after a detailed background search of the company/job profile. If required, ask the HR persons of the company during the interview/before joining.
2. As the Coordinators we are just making the coordination between company and students. We are not representing any company.
3. All the selected students should definitely send/forward the softcopy of appointment letter to [placement@gmuniversity.ac.in](mailto:placement@gmuniversity.ac.in) within 7 days of receiving it from the company for the office record of Career Development Cell (CDC) of GMU.
4. Once you are joining a company, do not leave it within a very short time. By doing so very often the CDC is finding difficulty to place the more needy students of other batches in that company.
5. Before leaving any company try your best to give the best service so they will ever remember you cheerfully/gracefully.

With best wishes,

-sd-

Prof Susanta Kumar Das

Coordinator, CDC

Copy to:

-Esteemed Competent Authorities and Heads of all Schools for kind information.

- CDC Coordinator of School of all Schools with the request to circulate it to all of your current and previous year passing out students

-Ms. Priyanka Swain with the request to circulate this notice in the GMU website

## JOB DESCRIPTION

<b>Role Title</b>	Senior Sales Manager
<b>Function/ Department</b>	Agency

### 1. JOB PURPOSE

(Summarize in one statement because the job exists; and how it contributes to the overall objective of the company)

- To plan and achieve business targets in the area productivity, new premium, persistency.
- Take responsibility for scanning the market for emerging opportunities.
- To devise and implement sales strategy

### 2. PRINCIPAL ACCOUNTABILITIES

(Accountabilities associated with the Job)

- Responsible for quality team development and playing important role in expanding the market
- Building Distribution Network: Build a robust and profitable distribution network of Advisors & FLS.
- Productivity & Activation: To Manage productivity and activation of the Advisors within the team. To promote productivity of the field force. Establish good working habits for the force, undertake productivity improvement drives, organize specialized training programs.
- Recruitment of Advisors to ensure growth and productivity.
- Responsible for increasing share of business by offering entire range of products by achieving Monthly, Quarterly and Annual target.
- Managing product mix, persistency, Lead Conversion% etc
- Managing accurate maintenance & updating database.
- Achieving goal sheet & contest achievement on weekly basis.

### 3. SKILLS AND KNOWLEDGE:

(Minimum acceptable proficiency for this job which best indicates the education and/or experience requirements of this job and not the incumbent)

#### *a) Qualifications*

- Master's in business administration/ post- graduation in any stream.
- Communication in English, Hindi & other Regional Language (Local candidate will be preferred)
- Keen to work in a highly competitive environment.
- Right attitude & never - say- die mind-set.
- Effective planning, time management and organizational skills
- Demonstrated ability to understand customer/partner issues and navigate to an appropriate resolution leveraging business knowledge and technical aptitude.

### 4. COMPENSATION OFFERED:

- **Postgraduate:** 3.5 Lakhs + Incentives (potential to earn up to 60,000 per month)

## JOB DESCRIPTION

<b>Role Title</b>	<ul style="list-style-type: none"> <li>• Senior Financial Service Manager - Trainee</li> <li>• Relationship Manager-Trainee</li> </ul>
<b>Function/ Department</b>	BALIC Direct

### 1. JOB PURPOSE

(Summarize in one statement because the job exists; and how it contributes to the overall objective of the company)

- To plan and achieve business targets in the area productivity, new premium, persistency. Take responsibility for scanning the market for emerging opportunities. To promote a customer -centric culture among both staff and field force.

### 2. PRINCIPAL ACCOUNTABILITIES

(Accountabilities associated with the Job)

- Responsible for target achievement of Life Insurance.
- Acquire, build & maintain strategic relationships with clients sources, develops & analyses customer needs to establish a client centric business environment, proposes and implements solution. Cross sales, try to up sells and timely renewal of client's insurance requirements
- Responsible for increasing share of business by offering entire range of products by achieving Monthly, Quarterly and Annual target.
- Optimal use of given lead on daily basis & Achieving cost efficient operation.
- Managing product mix, persistency, Lead Conversion% etc
- Managing accurate maintenance & updating database.
- Achieving goal sheet & contest achievement on weekly basis.

### 3. SKILLS AND KNOWLEDGE:

(Minimum acceptable proficiency for this job which best indicates the education and/or experience requirements of this job and not the incumbent)

#### a) *Qualifications*

- Graduate / Master's in business administration/ post- graduation in any stream.
- Communication in English, Hindi & other Regional Language (Local candidate will be preferred)
- Keen to work in a highly competitive environment.
- Right attitude & never - say- die mind-set.
- Effective planning, time management and organizational skills
- Demonstrated ability to understand customer/partner issues and navigate to an appropriate resolution leveraging business knowledge and technical aptitude.

### 4. COMPENSATION OFFERED:

- **Graduate:** 3.0 Lakhs + Incentives
- **Postgraduate:** 3.5 Lakhs + Incentives

## JOB DESCRIPTION

<b>Role Title</b>	<ul style="list-style-type: none"> <li>• Relationship Manager-Sales Trainee (Graduate)</li> <li>• Senior Relationship Manager-Sales Trainee (PG)</li> </ul>
<b>Function/ Department</b>	IB

### 1. JOB PURPOSE

(Summarize in one statement because the job exists; and how it contributes to the overall objective of the company)

- To plan and achieve business targets in the area productivity, new premium, persistency.
- Take responsibility for scanning the market for emerging opportunities.
- To devise and implement sales strategy

### 2. PRINCIPAL ACCOUNTABILITIES

(Accountabilities associated with the Job)

- Responsible for managing a key relationship of a very reputed and demanding Bank.
- Responsible for managing overall business for assigned area (4-5 branches) which involves business development, sales, relationship management, operational and training support, identifying new business opportunities, and meeting overall target assigned on new business.
- Responsible to establish productive, professional relationship with key personnel of assigned business vertical.
- Responsible for all operations, customer servicing and customer retention activities for the assigned business verticals.
- Responsible to drive business through credit life /group initiatives to achieve monthly, quarterly & yearly business targets
- Responsible for business tracking, analyzing and reporting business results at desired and periodic intervals to reporting authority.
- Responsible for compliant business practices and ensuring that employees of business vertical comply with ethical business practices for Insurance sale.
- Ability to deal with HNI Clients.
- Responsible to maintain high channel satisfaction ratings that meet company standards

### 3. SKILLS AND KNOWLEDGE:

(Minimum acceptable proficiency for this job which best indicates the education and/or experience requirements of this job and not the incumbent)

#### *a) Qualifications*

- Graduate /Master's in business administration/ post- graduation in any stream.
- Communication in English, Hindi & other Regional Language (Local candidate will be preferred)
- Keen to work in a highly competitive environment.
- Right attitude & never - say- die mind-set.
- Effective planning, time management and organizational skills
- Demonstrated ability to understand customer/partner issues and navigate to an appropriate resolution leveraging business knowledge and technical aptitude.

### 4. COMPENSATION OFFERED:

- **Graduate:** 3.0 Lakhs + Incentives (potential to earn up to 60,000 per month)
- **Postgraduate:** 3.5 Lakhs + Incentives (potential to earn up to 60,000 per month)