

RAMANUJAN COLLEGE
Accredited Grade 'A++ (3.71)' by NAAC
(University of Delhi)
C.R. Park Main Road, Block H,
Kalkaji, New Delhi-110 019
ISO 9001:2008 Certified Organisation



रामानुजन महाविद्यालय
नैक द्वारा मान्यता प्राप्त ग्रेड ए++ (३.७१)
(दिल्ली विश्वविद्यालय)
सी आर पार्क, मुख्य सड़क, ब्लॉक एच,
कालकाजी, नई दिल्ली- ११००१९
आई एस ओ ९००१:२००८ प्रमाणित संगठन

NOTICE
PLACEMENT & CAREER DEVELOPMENT CELL
Bajaj Allianz
Placement Notice

Date- 8th December 2023

Notice No: 231208

About the Company

Bajaj Allianz General Insurance Company Limited is a joint venture between Allianz SE, the world's leading insurer, and Bajaj Finserv Limited. The Company received the certificate of registration from IRDA on 2nd May 2001 to conduct general insurance business in India. Bajaj Allianz General Insurance, today, is one of the largest private insurers in the industry with offices in over 1100 towns and cities. The Company has continuously been expanding its operations to reach out to its customers.

Website: <https://www.bajajallianz.com/>

Profile:

1. Relationship Manager-Sales Trainee (IB)
2. Sales Manager SISO (Agency)
3. Senior Financial Service Manager – Sales Trainee (BALIC Direct)

Eligibility: All courses | 2024 Batch & Pass-outs

CTC: INR 3 LPA + Incentives (potential to earn up to 60,000 per month) for all the profiles

Roles and responsibilities:

1. Relationship Manager- Sales Trainee
 - 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.
 - 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

RAMANUJAN COLLEGE

Accredited Grade 'A++ (3.71)' by NAAC
(University of Delhi)
C.R. Park Main Road, Block H,
Kalkaji, New Delhi-110 019
ISO 9001:2008 Certified Organisation



रामानुजन महाविद्यालय

नैक द्वारा मान्यता प्राप्त ग्रेड ए++ (३.७१)
(दिल्ली विश्वविद्यालय)

सी आर पार्क, मुख्य सड़क, ब्लॉक एच,
कालकाजी, नई दिल्ली- ११००१९

आई एस ओ ९००१:२००८ प्रमाणित संगठन

- 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.
2. Sales Manager SISO
- 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 & Activisation: 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.
3. Senior Financial Service Manager – Trainee
- 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.

RAMANUJAN COLLEGE

Accredited Grade 'A++ (3.71)' by NAAC
(University of Delhi)
C.R. Park Main Road, Block H,
Kalkaji, New Delhi-110 019
ISO 9001:2008 Certified Organisation



रामानुजन महाविद्यालय

नैक द्वारा मान्यता प्राप्त ग्रेड ए++ (३.७१)
(दिल्ली विश्वविद्यालय)
सी आर पार्क, मुख्य सड़क, ब्लॉक एच,
कालकाजी, नई दिल्ली- ११००१९
आई एस ओ ९००१:२००८ प्रमाणित संगठन

Skills and Competencies required:

- 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

Note: Proposed date of joining at an earliest

Apply at: <https://forms.gle/pF7agFEFypmomiUv8>

Last Date to Register: 10th December 2023

In case of any queries, please contact [Arunabh](#) (Placement Co-Ordinator).

Note: If you are applying for this Placement/Internship Drive, then it is compulsory for you to attend the interview session, if not then you will be **BLACKLISTED**, and won't be able to appear for any further Placement Drives. We at Placement and Career Development Cell work hard to invite companies at the campus to recruit students, but with this behavior, companies deny to connect with us in further drives. If your issue is genuine, mail us at placement@ramanujan.du.ac.in explaining why you didn't attend the session.

If your reason would be genuine your name will be withdrawn from the BLACKLIST.