

## **Position: Life Insurance Product Specialist**

As a Life Insurance Product Specialist, your main role is to serve as an expert on life insurance products and services offered by the company. You will play a pivotal role in supporting various teams, including sales, customer service, and marketing, by providing in-depth knowledge of life insurance policies, explaining product features, and addressing customer inquiries.

### **Key Responsibilities:**

- **Product Knowledge and Expertise:** Develop a comprehensive understanding of life insurance products sold in India, including different policy types, riders, coverage options, and underwriting guidelines.
- **Customer Support:** Assist customers in understanding the features, benefits, and terms of various life insurance policies. Address customer inquiries, provide personalized recommendations, and guide them through the application process.
- **Sales & Operations Support:** Collaborate with the sales and operations team to provide them with product training and materials. Assist in sales presentations and meetings with clients to explain complex policy details in a clear and concise manner.
- **Market Research:** Stay informed about industry trends, competitive offerings, and customer preferences related to life insurance products. Use market insights to contribute to the enhancement of existing products and the development of new offerings.
- **Content Engine Development:** Work with the tech team on development of the in-house proprietary Content Engine platform quantifying product features at an individual policy level
- **Actuarial Calculation:** Develop excel models involving mid-term Benefit illustration and other calculations and support the tech team to replicate the same in Python
- **Product Development Collaboration:** Work closely with the product development team to share customer feedback and insights, contributing to the creation of new product concepts and improvements to existing policies.
- **Training and Education:** Conduct internal training sessions for employees to increase their knowledge of life insurance products and stay up-to-date with any product changes.
- **Performance Analysis:** Monitor the performance of life insurance products, analyze sales data, and identify opportunities for product optimization and growth.
- **Customer Relationship Management:** Maintain a strong relationship with existing customers, providing ongoing support, answering their queries, and assisting with policy-related changes or updates.

### **Why Should You Consider Working (In this Role!) With ValuEnable?**

- We are a 2-year old well-funded and profitable, service focused insurtech venture, solving a USD 31 Bn per year customer retention problem for insurers. We work with 8 of the top 10 private Life insurers in the country helping them solve this problem.

- One of India's most well respected financial institute, **Zerodha**, is our **lead institutional investor** through it's fintech investment arm, Rainmatter Fintech Investment
- You will work with significantly senior levels at our partners' end, helping address their specific requirements.
- You will be handling interactions with multiple stakeholders such as business, technology and product teams. You can leverage the experience you already have, we promise your experience will only be enriched!
- Opportunity to participate in ESOP Pool of an early-stage venture

### **Qualifications and Skills:**

- Bachelor's degree in business, finance, insurance, marketing, or a related field.
- Previous experience in the insurance industry, with a focus on life insurance products.
- Strong understanding of different life insurance policy types, including term life, unit-linked, non-par savings, annuities, etc.
- Excellent communication skills, both verbal and written, with the ability to explain complex concepts in a clear and understandable manner.
- Customer-focused approach, with the ability to empathize with clients and address their concerns effectively.
- Analytical mindset, capable of interpreting sales data and market trends to inform product recommendations.
- Detail-oriented and organized, ensuring accuracy in policy documentation and client interactions.
- Ability to understand and work on Actuarial models and calculation
- Proficiency in using software applications, such as MS Office, to create presentations and reports.