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| **Career Opportunities** | | | | |
| Position | **Job Title: Sales Manager- Agri & Other Credit Life (Group Business)** | No. Of Positions | | **1** |
| **Reporting to** | **Regional Manager- Group Business (Band 4B)** | **Band** | | **4** |
| **Location** | **Delhi** | **Department** | | Group Business |
|  |  | **Last date of submission** | |  |
| JOB SUMMARY Drive Group Business Credit Life sales through sales team of Business Partner thereby contributing to achievement of top-line business plan for MLI Group Business | | | | |
| KEY RESPONSIBILITIES  * Drive Sales through relationship management, providing on-field support * Facilitating Training and ensuring desired seller activation ratio & Penetration Ratio * Provide administrative support to sales team of business partner * Provide assistance to in inquiry resolution of sales team of Business Partner * Provide support and assistance to address queries by customers of Business Partner * Arrange for physical collection of all relevant documents from Business Partner and organise them for prelim check * Provide assistance in conducting prelim quality check of the documents as per the prescribed standards and instructions * Liaison with Business Partner representatives for timely logging and filing of documents * Coordinate with MLI for facilitating pre policy issuance medical check-up of proposed members | | | **MEASURES OF SUCCESS**   * Achievement of new sales generated vs plan * Accuracy and timeliness of sales reports * Actual activity vs targeted activity * Accuracy of competitor information; up to date data * Achievement of actual seller activation & penetration ratio vs plan | |
| KNOWLEDGE / SKILLS / ABILITIES  * Skillful in relationship management & sales. Good grip on Ops Processes. * Excellent presentation and communication skills * Knowledge of local language and market * Networking abilities and contacts in the local market an added benefit | | | | |

**DESIRED QUALIFICATIONS AND EXPERIENCE:**

* Masters of Business Administration preferably in Sales, Marketing or Finance
* 2 Year – 3 years experience

**ELIGIBILITY**

* Must have a minimum rating of G3M3 in the last performance review
* Candidates who have a performance rating of G2M2 & have completed 12 months in the current role
* FOR LATERAL MOVEMENT, candidate should have completed at least 12 months in the current role & have a minimum performance rating of G3M3