**JD for Area Manager-Banca**

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| Key Skills : | sales,Insurance sales, selling, team handling | | |
| Job Description : | · Will be responsible for the Bancassurance partnership in Delhi/NCR  · Create and maintain engagement with regional managers /branch managers and other key Bank Head Office / Management Team members  · Lead a team of Sales Executives (Sales Associates, Relationship Associates and Associate Sales Managers), monitor their input/output activity and ensure lead generation through various sources  · Increasing insurance awareness and product penetration among Bank’s customers  · Increasing insurance penetration among Bank staff members  · Suggest sizzlers and R & R platforms for Bank’s employees who provide prospect leads as well as for company's dedicated sales team,  · Suggest product synergies and capture Bank’s various customer touch-points for insurance sales opportunities  · Provide accurate and timely competitor updates/best practices, and  · Opportunities for company to tie-up with new bank relationships in Mumbai region |  |  |