

# JOB DESCRIPTION

## Role: Relationship Manager

 Location : PAN India

### About Policybazaar

As India's largest insurance broker, Policybazaar is committed to making insurance accessible and understandable for every Indian. Since 2008, we have been at the forefront of transforming the insurance sector by providing transparent, efficient, and unbiased solutions tailored to the diverse needs of over 80.5 million registered users.

With a dominant market share of over 93% in the digital insurance aggregator space and annual premium collection exceeding ₹15,000 crore in FY24, we have established ourselves as a trusted name in insurance and financial protection. Our platform facilitates millions of insurance inquiries annually and features a wide range of products from over 50 insurance partners, covering health, life, motor, and corporate insurance solutions.

To date, we have issued over 44.3 million policies and played a crucial role in protecting 9 million families against death, disease, and disability. Our 24x7 online support, combined with on-ground assistance from over 6,000 insurance advisors, ensures a seamless experience for our customers.

With an average customer rating of 4.4 stars and more than 23 million app downloads, we are dedicated to fulfilling the Insurance Regulatory and Development Authority of India's (IRDAI) vision of "Har Family Hogi Insured by 2047." Whether it is policy issuance, claim settlement, or simply understanding your insurance needs better, we are here to help.

Join us on our mission to make insurance simple, accessible, and effective for all.

### About the job

We're looking for a dynamic and driven Field Sales Representative to join our sales team. You'll be responsible for developing and executing sales strategies to acquire new clients, generate leads, and close sales. Your role is key to driving business growth by building strong customer relationships and achieving sales targets.



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## Major Job responsibilities would be as under:

- **Achieve Sales Targets:** Close deals and meet business targets based on ANP (Annualized Premium) and case count.
- **New Customer Acquisition:** Generate new business through leads, natural market, referrals, and orphan base.
- **Customer Meetings:** Schedule meetings to understand customer needs and offer tailored insurance solutions.
- **Need-Based Selling:** Adhere to the Need-Based Selling Model to ensure customers receive the right solutions.
- **Upselling & Cross-Selling:** Expand business by upselling and cross-selling to existing customers.
- **Post-Sales Service:** Provide prompt service to all customers and resolve pending issues for timely policy issuance.
- **Customer Engagement:** Maintain strong relationships with allocated customers, ensuring regular touchpoints.
- **Collaboration:** Work closely with your supervisor to strategize and achieve business goals.
- **Sales Forecasting:** Develop creative sales strategies, forecast sales, and assess their effectiveness.
- **Database Management:** Maintain and grow your client database for your assigned territory.

## ISMS Responsibilities:

- Comply with ISMS policies and participate in security exercises.
- Protect customer and company data by adhering to security guidelines.

## Who is an ideal fit:

- **Strong Communication Skills** – Able to articulate ideas clearly and build strong relationships.
- **Sales Acumen** – Understands sales processes and identifies opportunities effectively.
- **Passion for Sales** – Highly motivated to achieve targets and drive business growth.
- **Resilient** – Handles challenges with a positive attitude and persists through setbacks.
- **Discipline** – Maintains consistency, follows processes, and stays focused on goals.

## What We Offer:

- Proven sales experience, especially with insurance companies or DSAs.
- Strong track record of achieving sales targets.
- Familiar with various sales techniques and effective pipeline management.
- Self-motivated, results-driven, and excellent communication skills.
- Ability to build long-term relationships with clients.
- Any graduate or equivalent.

## We Are an Equal Opportunity Employer

At our company, we firmly believe in upholding the principles of Equal Employment Opportunity (EEO). We ensure that all individuals, regardless of their race, ethnicity, gender, age, religion, disability, or any other protected characteristic, have equal access to employment opportunities, fair treatment, and advancement within our organization.