**Title:** Manager - Insurance Marketing and Sales

**Scope of Work**

The Manager - Insurance Marketing and Sales is responsible for working on the innovation project. She will also support team development activities that improve the quality of team outputs, stakeholder coordination and knowledge outputs.

**Key Responsibilities:**

Support in the Marketing Communication and sales vertical of ACCESS Health International under the PSI project

* Design and implement strategies for the effective marketing and sales of insurance deals.
* Reach out to customers through cold calls, emails, and meetings to discuss the benefits of insurance service.
* Developing appropriate business plans to maximize sales and meet revenue objectives by identifying and developing customer opportunities
* Undertake capacity building of CRM executives for health insurance product sales across India.
* Develop scripts for various products and train the CRM team for pitching to various types of consumers.
* To monitor and evaluate the training program's success and upgrade continuously for new products and partnerships.
* Build effective communication skills for conversions
* Manage a target for sales lead conversions
* Support the dissemination of these collaterals through workshops, learning sessions and other events.

Support the Project Management Unit

* Develop sales reports and document meeting proceedings according to donor schedule and requirements
* Provide assistance and support to the Project Manager based on the demand

On-demand Support

* Any other work that forms part of the organization’s strategic objectives

**Location**

Hyderabad

**Reports To**

Technical Head (Health Insurance & Innovation)

**Grade Level:** M2

**Compensation**

A monthly compensation of INR 110,403 subject to deduction of TDS as per Income Tax Act Rates will be paid to the consultant. All Project related expenses would be reimbursed, as agreed upfront. Any revision to the compensation above will be after due mutual discussion and written intimation.

**Term**

This engagement shall commence upon execution of this Agreement. The Agreement shall continue in full force and is effect from **September 07, 2022** to **September 06, 2023** and is extendable based on the review of Consultant’s performance by the Foundation and mutual concurrence on revised terms of engagement.