



**Guru Gobind Singh Indraprastha University**  
“A State University established by the Govt. Of NCT Delhi”  
Sector 16-C, Dwarka, New Delhi – 110078



F. No.: GGSIPU/CCGPC/2023/PN/ 789

8<sup>th</sup> November 2023

**Sub. Placement opportunity for UG and PG students of GGSIP University of batch passed out in year 2023 in the company “Bajaj Allianz Life Insurance Co. Ltd.”.**

Dear Placement Officer,

Greetings from CCGPC, GGSIPU!!!

Please find below details of Placement opportunity for UG and PG students of GGSIP University of batch passing out in year 2023 in the company “Bajaj Allianz Life Insurance Co. Ltd.” for your reference and circulation to students to apply on given link by **10<sup>th</sup> November 2023, 2:00 PM:**

**Registration Link – <https://forms.gle/uPFU7VpUEsvCeYF16>**

**Name of Organization – Bajaj Allianz**

**Roles and CTC:**

| VERTICAL     | EDUCATION CRITERIA | ROLE   | CTC OFFERED |
|--------------|--------------------|--|-------------|
| IB           | Graduate           | Relationship Manager-Sales Trainee               | 3.0 Lakhs   |
|              | Postgraduate       | Senior Relationship Manager-MT                   | 3.5 Lakhs   |
| Agency       | Graduate           | Sales Manager SISO                               | 3.0 Lakhs   |
|              | Postgraduate       | Senior Sales Manager SISO                        | 3.5 Lakhs   |
| BALIC Direct | Graduate           | Senior Financial Service Manager – Sales Trainee | 3.0 Lakhs   |
|              | Postgraduate       | Relationship Manager-Sales Trainee               | 3.5 Lakhs   |

**Eligibility Criteria:** UG and PG students of GGSIP University (Except B.Tech, M.Tech, BCA and MCA)

**Work location:** Delhi

For more information, please find the attached JDs.

**LAST DATE FOR REGISTRATION IS 10<sup>th</sup> November 2023, 2:00 PM.**

**(Dr. Nisha Singh)**  
**Training and Placement Officer,**  
**CCGPC, GGSIPU**

**About Company - Bajaj Allianz Life Insurance Co. Ltd.,** one of India’s leading private life insurers, is a joint venture between Bajaj Finserv Limited, one of the most diversified non-banking financial institutions in India, and Allianz SE, one of world’s leading global insurer and asset manager. We began operations in August 2001 from our headquarters in Pune, Maharashtra (India). Bajaj Allianz Life Insurance Co Ltd is a Great Place to Work-Certified™ organization with India’s top employer award by Kincetric. We are powered by a strong 20,000+ workforce. (Please visit <https://www.bajajallianzlife.com> for more details).

## JOB DESCRIPTION

|                             |   |
|-----------------------------|---|
| <b>Role Title</b>           | <ul style="list-style-type: none"> <li>• Relationship Manager-Sales Trainee (Graduate)</li> <li>• Senior Relationship Manager-Sales Trainee (PG)</li> </ul> |
| <b>Function/ Department</b> | IB  |

### 1. JOB PURPOSE

(Summarize in one statement because the job exists; and how it contributes to the overall objective of the company)

- To plan and achieve business targets in the area productivity, new premium, persistency.
- Take responsibility for scanning the market for emerging opportunities.
- To devise and implement sales strategy

### 2. PRINCIPAL ACCOUNTABILITIES

(Accountabilities associated with the Job)

- Responsible for managing a key relationship of a very reputed and demanding Bank.
- Responsible for managing overall business for assigned area (4-5 branches) which involves business development, sales, relationship management, operational and training support, identifying new business opportunities, and meeting overall target assigned on new business.
- Responsible to establish productive, professional relationship with key personnel of assigned business vertical.
- Responsible for all operations, customer servicing and customer retention activities for the assigned business verticals.
- Responsible to drive business through credit life /group initiatives to achieve monthly, quarterly & yearly business targets
- Responsible for business tracking, analyzing and reporting business results at desired and periodic intervals to reporting authority.
- Responsible for compliant business practices and ensuring that employees of business vertical comply with ethical business practices for Insurance sale.
- Ability to deal with HNI Clients.
- Responsible to maintain high channel satisfaction ratings that meet company standards

### 3. SKILLS AND KNOWLEDGE:

(Minimum acceptable proficiency for this job which best indicates the education and/or experience requirements of this job and not the incumbent)

#### a) *Qualifications*

- Graduate /Master's in business administration/ post- graduation in any stream.
- Communication in English, Hindi & other Regional Language (Local candidate will be preferred)
- Keen to work in a highly competitive environment.
- Right attitude & never - say- die mind-set.
- Effective planning, time management and organizational skills
- Demonstrated ability to understand customer/partner issues and navigate to an appropriate resolution leveraging business knowledge and technical aptitude.

### 4. COMPENSATION OFFERED:

- **Graduate:** 3.0 Lakhs + Incentives (potential to earn up to 60,000 per month)
- **Postgraduate:** 3.5 Lakhs + Incentives (potential to earn up to 60,000 per month)

## JOB DESCRIPTION

|                             |                      |
|-----------------------------|----------------------|
| <b>Role Title</b>           | Senior Sales Manager |
| <b>Function/ Department</b> | Agency               |

### 1. JOB PURPOSE

(Summarize in one statement because the job exists; and how it contributes to the overall objective of the company)

- To plan and achieve business targets in the area productivity, new premium, persistency.
- Take responsibility for scanning the market for emerging opportunities.
- To devise and implement sales strategy

### 2. PRINCIPAL ACCOUNTABILITIES

(Accountabilities associated with the Job)

- Responsible for quality team development and playing important role in expanding the market
- Building Distribution Network: Build a robust and profitable distribution network of Advisors & FLS.
- Productivity & Activation: To Manage productivity and activation of the Advisors within the team. To promote productivity of the field force. Establish good working habits for the force, undertake productivity improvement drives, organize specialized training programs.
- Recruitment of Advisors to ensure growth and productivity.
- Responsible for increasing share of business by offering entire range of products by achieving Monthly, Quarterly and Annual target.
- Managing product mix, persistency, Lead Conversion% etc
- Managing accurate maintenance & updating database.
- Achieving goal sheet & contest achievement on weekly basis.

### 3. SKILLS AND KNOWLEDGE:

(Minimum acceptable proficiency for this job which best indicates the education and/or experience requirements of this job and not the incumbent)

#### *a) Qualifications*

- Master's in business administration/ post- graduation in any stream.
- Communication in English, Hindi & other Regional Language (Local candidate will be preferred)
- Keen to work in a highly competitive environment.
- Right attitude & never - say- die mind-set.
- Effective planning, time management and organizational skills
- Demonstrated ability to understand customer/partner issues and navigate to an appropriate resolution leveraging business knowledge and technical aptitude.

### 4. COMPENSATION OFFERED:

- **Postgraduate:** 3.5 Lakhs + Incentives (potential to earn up to 60,000 per month)

## JOB DESCRIPTION

|                             |  |
|-----------------------------|--|
| <b>Role Title</b>           | <ul style="list-style-type: none"> <li>• Senior Financial Service Manager - Trainee</li> <li>• Relationship Manager-Trainee</li> </ul> |
| <b>Function/ Department</b> | BALIC Direct   |

### 1. JOB PURPOSE

(Summarize in one statement because the job exists; and how it contributes to the overall objective of the company)

- To plan and achieve business targets in the area productivity, new premium, persistency. Take responsibility for scanning the market for emerging opportunities. To promote a customer -centric culture among both staff and field force.

### 2. PRINCIPAL ACCOUNTABILITIES

(Accountabilities associated with the Job)

- Responsible for target achievement of Life Insurance.
- Acquire, build & maintain strategic relationships with clients sources, develops & analyses customer needs to establish a client centric business environment, proposes and implements solution. Cross sales, try to up sells and timely renewal of client's insurance requirements
- Responsible for increasing share of business by offering entire range of products by achieving Monthly, Quarterly and Annual target.
- Optimal use of given lead on daily basis & Achieving cost efficient operation.
- Managing product mix, persistency, Lead Conversion% etc
- Managing accurate maintenance & updating database.
- Achieving goal sheet & contest achievement on weekly basis.

### 3. SKILLS AND KNOWLEDGE:

(Minimum acceptable proficiency for this job which best indicates the education and/or experience requirements of this job and not the incumbent)

#### a) *Qualifications*

- Graduate / Master's in business administration/ post- graduation in any stream.
- Communication in English, Hindi & other Regional Language (Local candidate will be preferred)
- Keen to work in a highly competitive environment.
- Right attitude & never - say- die mind-set.
- Effective planning, time management and organizational skills
- Demonstrated ability to understand customer/partner issues and navigate to an appropriate resolution leveraging business knowledge and technical aptitude.

### 4. COMPENSATION OFFERED:

- **Graduate:** 3.0 Lakhs + Incentives
- **Postgraduate:** 3.5 Lakhs + Incentives