



सत्यमेव जयते

GOVERNMENT OF WEST BENGAL

BARASAT GOVERNMENT COLLEGE

NAAC ACCREDITED 'A' GRADE & DST-FIST SPONSORED COLLEGE

10, K.N.C. Road, Barasat, Kolkata - 700124, West Bengal, India
Phone: (033) 2552 3365, Fax: (033) 2562 5053, Website: www.bgc.ac.in, E-Mail: principal@bgc.ac.in

No.: 109/23-24

Date: 18.01.2024

NOTICE

This is for the information of all concerned that 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 (Please visit <https://www.bajajallianzlife.com> for more details) is going to organize a campus recruitment to hire Graduates and Post Graduates.

Bajaj Allianz is offering below roles for the final year and pass-out students of B.A., B.Sc, M.A., M.Sc, courses

VERTICAL	EDUCATION CRITERIA	ROLE	CTC OFFERED
Institutional Business	Graduate	Relationship Manager-Sales Trainee	3.0 Lakhs
	Postgraduate	Senior Relationship Manager-Sales Trainee (PG)	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
RPD sales	Graduate	Junior Territory manager	3.5 lakhs
	Postgraduate	Associate Territory Manager-1	4.0 Lakhs

Job descriptions are attached herewith. Interested students are directed to register on this link <https://forms.gle/vn5JUf1kL6Fa6K7V9> on or before 31.01.2024.



Jaydip De

Convenor, Placement Cell
Assistant Professor
Barasat Govt. College
Govt. of West Bengal

Dr. Sahar Chatterjee

Dr. Sahar Chatterjee
West Bengal Senior Education Service
PRINCIPAL, Barasat Govt. College.
Government of West Bengal.

JOB DESCRIPTION

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

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

JOB DESCRIPTION

Role Title	Senior Sales Manager
Function/ Department	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

Role Title	Junior Territory manager- RPD Sales
Employee Interviewed	
Reports To	AAM/DAM/AM/CM/ARH/RH/SRH/ZH
Company	Bajaj Allianz Life Insurance Company
Function/ Department	RPD Sales
Written By	
Approved By (Jobholder)	Yes
Approved By (Immediate Superior)	Yes
Date (written on)	22 Sep 2023

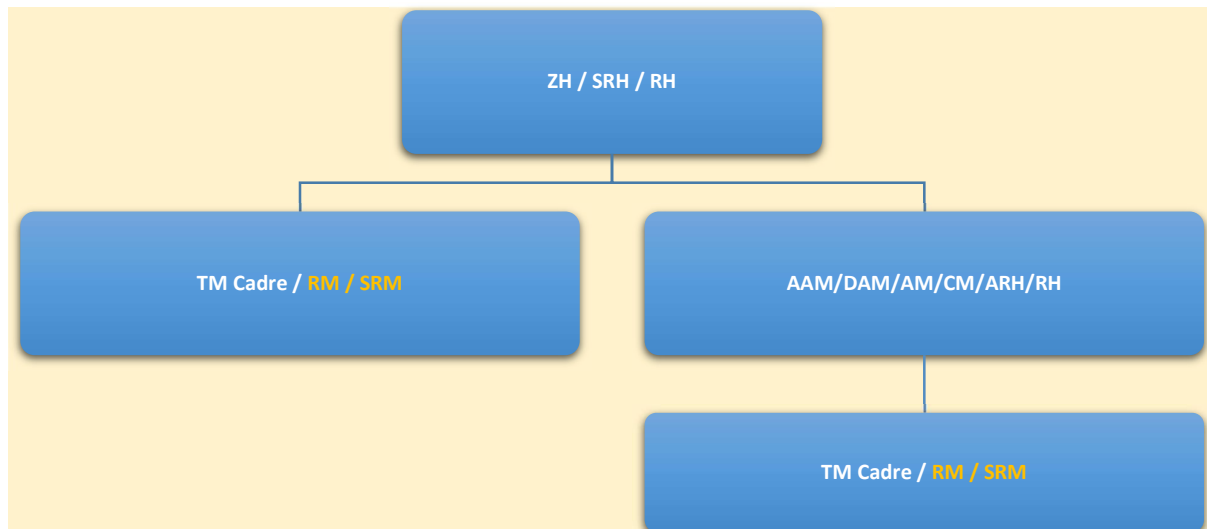
1. JOB PURPOSE

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

- Achieve assigned goal sheets with continuous increase of average Productivity & maintain required persistency,
- Market scan for emerging opportunities to find Partners and Advisor & implement sales strategy as received.
- Responsible for recruitment, training & partner in JFWs with the RPs/ICs
- Conduct periodic reviews & meetings with distribution to ensure activation & productivity

2. ORGANISATIONAL CHART

(First level reporting chart for the job)



3. PRINCIPAL ACCOUNTABILITIES

(Accountabilities associated with the Job)

<p>Sales</p> <ul style="list-style-type: none"> ▪ Responsible for driving topline through RPs/Agents and ensure that monthly, quarterly & annual goal sheets are met ▪ Training & development of all RP/IC cadre to ensure sales team in fully equipped with products knowledge, compensation, and market/industry updates. ▪ Plan & execute activities/strategies which can improve business. ▪ Responsible for supporting RPs in conducting BOPs/COPs for recruitment of ICs & RPs <p>Sales review</p> <ul style="list-style-type: none"> ▪ Periodically conduct reviews with RPs/ICs to monitor progress on set objectives, track deviations and provide recommendations on course correction to ensure achievement on each parameters. ▪ Daily call monitoring of Partners and partner in JFWs for smooth execution of business. <p>Support & Service</p> <ul style="list-style-type: none"> ▪ To ensure all support/service is rendered to the customer by coordinating with HO/Regional departments and maintain fair & good relationship with the customers. ▪ Responsible to implement new changes/process implementing by the organization to the team. ▪ Ensure customer complaints/grievance are addressed. <p>Goal Setting with partner</p> <ul style="list-style-type: none"> ▪ Allocate and cascade targets to the team, basis evaluation of business potential and team capabilities across territory managed. ▪ Provide guidance in chasing/ converting/ generating business from RP's of the territory. <p>Team Building</p> <ul style="list-style-type: none"> ▪ Ensure new RPs recruitment & IC recruitment on regular basis ▪ Ensure Partner's achieve their goal sheet and earn variable earning. ▪ Facilitating constant rewards & recognition for team members. ▪ Track IC to IRP promotions regularly

4. 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)

Educational Qualifications

<p><i>a) Qualifications</i></p> <ul style="list-style-type: none"> ▪ Minimum Qualification required: Graduate/Post- Graduate
<ul style="list-style-type: none"> ▪ <i>Work Experience</i> ▪ 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.

5. COMPENSATION

- Graduate: 3.5 L + Incentives (Potential to earn more than 1 L per month)

JOB DESCRIPTION

Role Title	Associate Territory Manager-1- RPD Sales
Employee Interviewed	
Reports To	AAM/DAM/AM/CM/ARH/RH/SRH/ZH
Company	Bajaj Allianz Life Insurance Company
Function/ Department	RPD Sales
Written By	
Approved By (Jobholder)	Yes
Approved By (Immediate Superior)	Yes
Date (written on)	22 Sep 2023

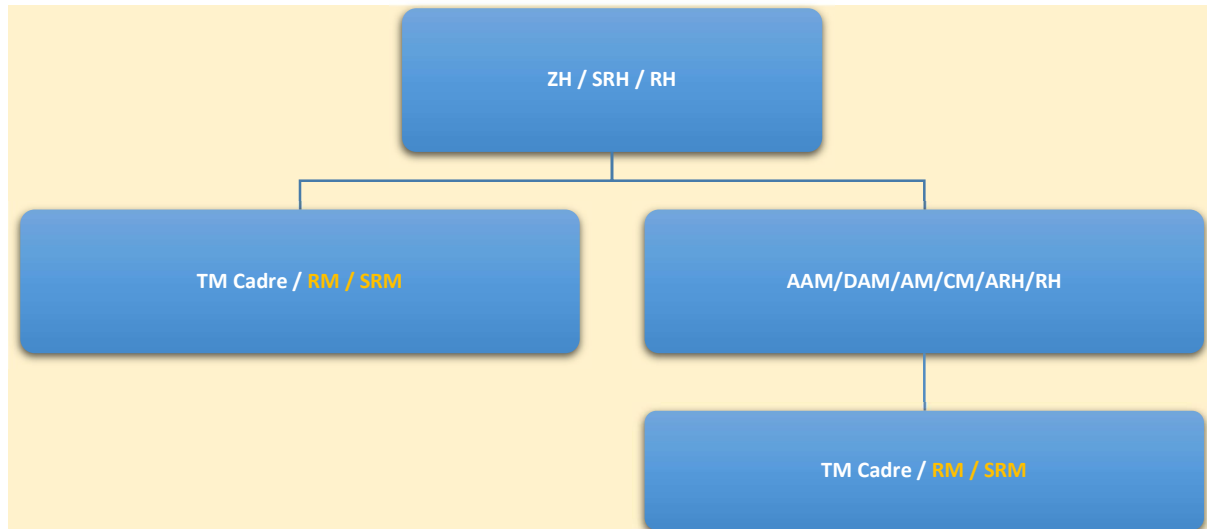
1. JOB PURPOSE

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

- Achieve assigned goal sheets with continuous increase of average Productivity & maintain required persistency,
- Market scan for emerging opportunities to find Partners and Advisor & implement sales strategy as received.
- Responsible for recruitment, training & partner in JFWs with the RPs/ICs
- Conduct periodic reviews & meetings with distribution to ensure activation & productivity

2. ORGANISATIONAL CHART

(First level reporting chart for the job)



3. PRINCIPAL ACCOUNTABILITIES

(Accountabilities associated with the Job)

<p>Sales</p> <ul style="list-style-type: none"> ▪ Responsible for driving topline through RPs/Agents and ensure that monthly, quarterly & annual goal sheets are met ▪ Training & development of all RP/IC cadre to ensure sales team in fully equipped with products knowledge, compensation, and market/industry updates. ▪ Plan & execute activities/strategies which can improve business. ▪ Responsible for supporting RPs in conducting BOPs/COPs for recruitment of ICs & RPs <p>Sales review</p> <ul style="list-style-type: none"> ▪ Periodically conduct reviews with RPs/ICs to monitor progress on set objectives, track deviations and provide recommendations on course correction to ensure achievement on each parameters. ▪ Daily call monitoring of Partners and partner in JFWs for smooth execution of business. <p>Support & Service</p> <ul style="list-style-type: none"> ▪ To ensure all support/service is rendered to the customer by coordinating with HO/Regional departments and maintain fair & good relationship with the customers. ▪ Responsible to implement new changes/process implementing by the organization to the team. ▪ Ensure customer complaints/grievance are addressed. <p>Goal Setting with partner</p> <ul style="list-style-type: none"> ▪ Allocate and cascade targets to the team, basis evaluation of business potential and team capabilities across territory managed. ▪ Provide guidance in chasing/ converting/ generating business from RP's of the territory. <p>Team Building</p> <ul style="list-style-type: none"> ▪ Ensure new RPs recruitment & IC recruitment on regular basis ▪ Ensure Partner's achieve their goal sheet and earn variable earning. ▪ Facilitating constant rewards & recognition for team members. ▪ Track IC to IRP promotions regularly

4. 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)

Educational Qualifications

<p><i>a) Qualifications</i></p> <ul style="list-style-type: none"> ▪ Minimum Qualification required: Post- Graduate
<ul style="list-style-type: none"> ▪ <i>Work Experience</i> ▪ 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.

5. COMPENSATION

- Postgraduate: 4 L + Incentives (Potential to earn more than 2 L per month)