



Job Title: Branch Manager

Function: Agency

Eligibility:

- ✓ Graduate / postgraduate preferably with 4 – 8 years of proven experience
- ✓ Concept selling experience & knowledge of business planning tools
- ✓ Sound understanding / Knowledge of financial services sector

Purpose: The job holder will be responsible for achieving insurance policy & premium income targets through the sales distribution channels of direct sales force for his branch.

Key Responsibilities:

- ✓ Conceptualize & design effective coverage plan in assigned branch for his FLS
- ✓ Conceptualize & implement sales plan & sales promotion plan through the team of Sales Manager's so that financial advisors get effective sales support. Develop strategies on lead fulfillment
- ✓ Provide direction & conceptualize action plans for recruitment of advisors for his branch:
- ✓ Has responsibility of being part of the FLS recruitment & has accountability for running business opportunity presentation & drive R & R initiatives in the branch
- ✓ Develop the team quality through on the job training (Product knowledge/ Selling Skills etc)
- ✓ Overall responsibility of managing his team for the given branch. Responsibility for recruitment, motivation & retention.
- ✓ Review/ Monitor / Analyze sales performance & competitor activities.

Key Skills

- ✓ At least 2-4 years of Team management experience/4-6 years of sourcing experience.
- ✓ Excellent interpersonal skills
- ✓ Excellent job knowledge
- ✓ High Energy levels
- ✓ Self driven & dynamic personality
- ✓ Excellent communication skills
- ✓ Ability to handle stress