



Job Title: RO – Relationship Officer/ Relationship Manager

Education: Graduation/ Post Graduate or MBA from a reputed University / Institute

Function: Aviva Direct

Location: Multiple

Eligibility: 1-6 years of relevant experience

Main Priorities:

- ✓ Responsible for achieving Insurance premium targets through direct sales routes & delivery on customer retention targets
- ✓ Effectively deliver sales target month by month by managing the sales and Onboarding of customers
- ✓ Conceptualize, execute several activities in a month to generate & create good pipeline of leads for closure.
- ✓ Ensure full adherence to the sales & activity management process
- ✓ Focus on 13th & 25th months Persistency and Reinstatement Bucket

Key Skills:

- ✓ Should have high relationship building quotient
- ✓ Should have capability to do reference generation from Existing customers
- ✓ Problem solving and decision-making capability
- ✓ Influencing and selling skills
- ✓ Aptitude for financial numbers
- ✓ Good knowledge of market/ business and competition for experienced candidates
- ✓ Having Two wheelers would be an added advantage