



Job Title: Territory Manager – Direct Channel Aviva India

Location: Noida / Ahmedabad

Department: Sales – Direct Channel

Reporting To: Regional Head

Team Size: 7–8 Front Line Sales (FLS) Executives

**Role Summary:**

We are looking for dynamic and performance-driven professionals to join our Direct Channel team as Territory Managers for our Noida and Ahmedabad locations. The incumbent will be responsible for managing a team of 7–8 FLS, driving them to achieve monthly sales targets while ensuring high-quality business and strong persistency metrics.

This is a critical role focused on strengthening Aviva’s presence in the Direct Channel and developing a high-performing sales culture.

**Key Responsibilities:**

- Drive the team of FLS to meet and exceed monthly, quarterly, and annual sales targets
- Monitor and improve business quality and persistency metrics
- Conduct regular team reviews and performance tracking
- Build a strong performance and compliance-oriented culture within the team
- Coach, mentor, and upskill the team to ensure continuous productivity improvements
- Work closely with internal stakeholders for smooth policy issuance, customer servicing, and backend support
- Maintain a strong pipeline and ensure conversion ratios are optimized
- Identify and retain high-performing FLS and assist in their career development
- Ensure adherence to internal and regulatory compliance guidelines



**Candidate Profile:**

- Minimum 2–4 years of team handling experience, preferably in the Direct Channel of a life insurance company, total work experience of 7-10 years in life insurance preferably.
- Proven track record of performance in sales with a strong grasp on customer engagement and conversion
- **Candidates who have been promoted internally from FLS roles and are currently managing a team will be given preference**
- Strong understanding of life insurance products, persistency requirements, and quality benchmarks
- Excellent leadership, interpersonal, and communication skills
- Self-motivated, goal-oriented, and able to thrive in a fast-paced environment

Qualifications:

- Graduate (MBA preferred but not mandatory)
- Good command over English and local language