

## **Job Description**

**Position: Business Development Manager (Team handling role)**

**Department: Commercial Lines**

**Reports to: Business Head**

**Direct Reports: Business Development Executive(s)**

### **Job Summary (Why does this role exist?)**

**New Business development**

### **Primary Responsibilities/ Deliverables:**

**Revenue generation as per agreed targets, Client Relationship Management, Leading a team of BDE's, Lead Management & RFQ conversion.**

### **Must-Have / Non-Negotiable**

- Minimum Qualification: Graduate
- **Must have worked for 2 Yrs in the current organisation**
- Experience: 5 years Sales Experience.
- Excellent communications skills - writing, oral, presentation – English & Local language.
- Has strong Convincing Skills, Networking Skills, Negotiation Skills.
- Team Management Experience (3-5 members team)
- Self-motivated and results driven.
- **Proven track record in sales.**
- Excellent Selling Skills.
- Expert in end-to-end Sales Planning - Business Forecasting, Active Pipeline Management and Sales Closures, Client Engagement, Key Account Management & Up & Cross Sell.
- Strong background in conceptualizing and implementing business plan.
- Proficiency in MS-Office - MS-Excel, MS-Word & Power Point.

### **Industry:**

General insurance or Broking industry with corporate sales experience

### **CTC:**

Current Fixed CTC must be Rs 10 Lacs and above.

Our Offer Range: Our normal range for hike is around 15 – 30% (plus attractive incentives).

### **Joining Time:**

Selected candidate should be able to join within 30-45 days from date of offer. We can consider "buying-out" the notice period salary, for suitable candidates.

**No of Positions:**

Mumbai -3

Bangalore-2

Pune – 1

Gurgaon /Delhi – 2

Chennai – 1

**Disqualification:**

We will not consider candidates with less than 2 years of service length in current / previous assignments.