



Job description: Sales

*Discover the real you,
With you, Always!*



Are you someone who loves building relationships and helping people secure their future?

If you have a passion for empowering others, then you can join our sales team.

Here at TATA AIG, we are looking for a sales specialist! We are expanding our sales team with visionaries who can turn dreams into reality. Your ability to understand clients' needs and craft tailored solutions will be the cornerstone of their financial well-being. Join us in creating a future where security and prosperity go hand in hand.

Job Role

Sales Specialist



As a Sales Specialist, you'll be the trusted advisor who guides our clients through the sometimes complex world of insurance. We are not just selling insurance; we are offering peace of mind, security, and a brighter tomorrow. You will use your knowledge, and genuine care for others to help them find the perfect coverage for their needs.

Key Accountabilities

1. Acquiring new agents through market mapping, identifying sources of recruitment, networking and relationship building, referred recruitment, cold calling etc. and ensuring activation of agents. This will require the role holders to be out in the market to meet relevant stakeholders during the day.
2. Execution of business strategy for wider and deeper spread of business by breaking down budgets agents-wise, month-wise and driving channel sales to achieve business targets.
3. Ensuring and increasing business through span of active agents by ensuring structured training programs for agents, increasing number of new accounts per agent, motivating agents, execution of promotional activities/ campaigns etc.
4. Ensuring hygiene in the business, including reconciliation, customer complaints resolution/daily reporting to HO/Manager etc.
5. Any other responsibility assigned by the reporting manager.
6. Stretch working hours during month-end, quarter-end and year-ends could be expected.
7. In case the business demands, weekend working may be required

Committed to Excellence since 2001

At TATA AIG, we are redefining insurance through innovation. We invest in your holistic development. TATA AIG General Insurance Company Limited is a joint venture between TATA Group and AIG and has been dedicated to protecting individuals and businesses since 2001.

With a vision to become India's leading general insurer by 2025, our commitment to excellence and innovation drives us to foster a community with integrity.

Our Values

Performance



Customer First



Integrity



People



Passion



Empathy



If you are passionate about making a real difference, we invite you to join us on your journey to explore the endless possibilities at **TATA AIG**.

Apply now and discover the real you!

