

## **Agency Manager - Aditya Birla Health Insurance**

### **About Aditya Birla Health Insurance Co. Limited**

Aditya Birla Health Insurance Co. Limited ("ABHICL"), is a collaboration between Aditya Birla Capital Ltd. (ABCL), holding company for the financial services businesses of the Aditya Birla Group and Momentum Group Ltd of South Africa. ABCL holds a 45.89% stake while Momentum Group Ltd holds 44.08% in ABHICL.

ABHICL commenced its operations in October 2016 and is engaged in the business of health insurance. The company's current product portfolio includes unique offerings including chronic care and incentivized wellness. Covering over 22 million lives, ABHICL has a nationwide distribution presence in over 5,000 cities through branches and partner offices, 19 bancassurance partners and over 140,000 direct selling agents. ABHICL has scaled and diversified digitally enabled distribution, and bancassurance available through more than 29000+ branches & over 60 digital partners, covering customers across the country through multiple contextual byte-sized and contextual products.

### **Job Description**

The purpose of this job is to recruit quality advisors/agents & support/train them to enable them to procure health insurance policies from the market & subsequently service the customers.

### **Employees Are ON ROLLS Of Aditya Birla Health Insurance Co. Limited**

- **Retail Sales Execution**
  - Drives ongoing sales from the defined relationships and contribute towards regions achievements
  - Obtains and analyses information from market to identify new clients, makes direct pitches, liaises with advisors to increase sales
  - Profiles distributors and caters to their requirements to ensure ongoing business from them
- **Distributor Empanelment & Engagement**
  - To recruit, train & develop good quality prospective insurance advisors and ensure that they acquire licensing to achieve the sales target set by the company.
  - Conducts regular meetings and empanelment and activation of distributors
  - Updates sales portal with requisite information to facilitate information collation and analysis
- **Continuous follow-up with prospects to ensure sales closure**

### **Eligibility:**

- Minimum Graduation
- Age Up to 27 years and below
- Willing to do field sales Job
- Preferably local candidate with strong social network
- Having Two-Wheeler is must
- Good Communication Skills and Presentability

## Why Aditya Birla Health Insurance Co. Limited

### Career Progression

- \*FT – Fast Track
- ADC – Assessment Development Centre  
Promotion to ABM/BM would be subject to availability of position

- On achievement of annual Goal sheet, we have fast-tracked promotion in 6 months & 9 months, and normal promotion is 12 months.
- Between Agency Manager & Sr. Managing Partner you have an opportunity to climb 5 designations

