



**The Banaskantha District
Kelavani Mandal, Palanpur**

Career Development Centre

(Training & Placement Cell)

JOB OFFER

Announcement of Job Offer by ICICI Prudential Life Insurance Company Ltd. For the post of Sales Professionals For the B.Com and BBA Graduate Students from C.L.Parikh College of Commerce and B.L.Parikh College of BBA

Dear Students,

There are the requirements of candidates in ICICI Prudential Life Insurance Company Ltd. for the Sales positions for the Graduate students of C.L. Parikh College of Commerce and B.L. Parikh College of BBA. Interested candidates are informed to see the job description send along with this Job Offer and apply for the same.

Company Profile:

Founded in 2000, ICICI Prudential Life Insurance Company Ltd. is a joint venture between 2 financial giants - ICICI Bank (largest private sector bank in India) and Prudential PLC (a 160 year old global financial services group). Since more than a decade we have been responsibly securing & strengthening lives of our customers to wide range long term financial solutions in the space of savings, investments & protection while being a consistent market leader ever since our inception.

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In addition, ICICI Prudential Life also has a comprehensive multichannel distribution network spanning various geographic and income segments to ensure that its products and services are accessible to customers.

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ICICI Prudential Life Insurance has been helping customers meet their long term financial goals by adopting an investment philosophy that aims to achieve risk adjusted returns over the long term. The customer centric approach and focus on innovation has enabled the company to garner the unstinted support of its customers and there creating a trusted brand in the Indian life insurance sector

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To reach out to the customers, it is pertinent to have the right talent.

Please find below the Job description for the post of Sales Professionals :-

| Details | Job Profile 1 | Job Profile 2 | Job Profile 3 |
|--------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Designation | Unit Manager – Business Development | Financial Services Consultant | Financial Services Consultant |
| Channel | Agency | Bancassurance | Direct Marketing |
| Roles & Responsibilities | <p>Utilizing your own network of friends, relatives, mobile contact list and social media to sell Life Insurance products. Create a list of “My market – 50”</p> <p>Build a team of financial advisors; who are educated, who has social network, who is aspire to do more and who have goodwill in society</p> <p>Select individual from diverse sectors like; education field, involved in financial services / post office related work, retired government employees, house wives, club members and associated with various kind of businesses</p> <p>Financial advisor will undergo necessary examination after getting training and they will have an opportunity to earn 2% to 35% on sale, recognition, respect and additional income on renewal</p> <p>Building a strong foundation for your success by hiring the right quality of financial advisors as your success is directly linked to the performance of your financial advisors</p> <p>Making joint sales calls with your financial advisors to train them on selling skills and helping them to sell life insurance products</p> <p>You will also have to ensure that your advisors do suspecting, prospecting & referencing to get new customers</p> <p>Being field sales job you will need to extensive local travel</p> <p>You will need to visit customer at the time and place of their convenience</p> <p>You may need to invest time over weekend / holidays also</p> | <p>Building relationship with the partner for allocated bank branches</p> <p>Educating and training bank staff members about insurance products</p> <p>Along with the bank staff do a need analysis and recommend the products on the basis of the need analysis to the bank customer</p> <p>Service the customer on product or documentation related activities or queries</p> <p>Work on leads of the customers provided by bank staff who can be sold insurance products</p> <p>To close the sale you may need to visit customer at the time and place of their convenience</p> | <p>Contacting and meeting customers with the details provided in Pre Fixed Appointments (PFA)</p> <p>Generating revenue through customer references and leads sourced by self, executing various outdoor activities to generate customer leads</p> <p>Service the customer on sold product or documentation related activities or queries</p> <p>Upselling suitable life insurance product to existing customers as per their need, as well as onboarding new customers</p> <p>To close the sale you may need to visit customer at the time and place of their convenience</p> <p>Being field sales job you will need to extensive local travel</p> <p>You may need to invest time over weekend / holidays also</p> |

Compensation / Salary:-

| COMPONENTS | City Category | |
|-------------------------------|----------------------------------------------------------|-------------------------|
| | Ahmedabad, Baroda, Rajkot, Surat, Gandhinagar & Jamnagar | Other cities of Gujarat |
| Annual Guaranteed Pay | 230,000 | 215,000 |
| Mobile Reimbursement | 500 | 500 |
| Local Conveyance | 1000 | 750 |
| Accidental Insurance | As per Company policy | |
| Group Insurance | | |
| Medicclaim | | |
| Incentive / Performance bonus | As per policy and channel allocated | |

Application Process

Last date to Apply is 14th December, 2020 - Monday till 2:00 PM

Candidates are Informed to fill the details in below given application/registration link.

Application Process:-

Fill the details in registration form. Click on link:

https://docs.google.com/forms/d/e/1FAIpQLSd5C_cmHS0XrvGZ8RZveJp0FKl6vszEqnZl6f31RdWOPzQ0Rw/viewform

**Date of Interview will be given to you soon, probably in next week.
Interview will be Online.**

Campus Placement Officer

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