

## Notice

### Career Counselling and Placement Cell

28.6.22

**Star Union Dai-Chi (SUD) Life Insurance Company** is looking for fresh graduates and post-graduates.

Their detailed requirement is given below:

#### **Job Objective**

Promoting sales and achieving targets set by the company in respect of new business, renewal persistency and promoting company's brand image within the given cluster of branches. Building and maintaining excellent relationships with the partner bank officials at the Branch level.

#### **Key Responsibilities**

- Achieving and exceeding new business targets (new business as well as renewals) through the assigned partner bank branches.
- Ensure sales & service support within the cluster assigned viz. closing sales calls, aiding in completion of documentation, facilitating pre-insurance medical examination, scrutiny of the proposal papers so as to minimize the turnaround time in policy issuance.
- Facilitating renewal premium collections and customer service.
- Sales Management - Keeping records of daily activities, leads generated and closed, and special programs such as Bima Bazaars, branch meetings etc.
- Promoting the brand image of the Company and implementing all initiatives of the Company related to brand building exercises, as well as maintaining excellent relationship with the bank personnel.
- Arranging exhibitions, customer meets, cluster meets etc. in consultation with the supervising officials.

#### **Job Specification (Skills Required)**

- Strong Advocacy Skills, Networking, Relationship Building & Customer Service Intent, Sales Aptitude
- Communication-Local Language proficiency with working knowledge of English.

#### **Other essentials that candidates must possess:-**

- Passion of networking & developing relationships.
- Wanting to work towards the well being of society by providing peace of mind to customers.
- Ability and desire for sales job with a confident and determined approach.
- Should be capable of thriving in the competitive markets.
- Highly self motivated and ambitious in achieving goals.

**Students who have graduated or post graduated in recent years from Brahmananda Keshab Chandra College and are interested in the above job profile, please mail your CV to [careercounsellingbkc@gmail.com](mailto:careercounsellingbkc@gmail.com) mentioning the name of the company by 02.07.2022.**

**sd/- Placement Officers**