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## Campus - Recruitment Drive - TATA AIG-Hyderabad

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**Department** : Agency health

**Job Description**

1. Role incumbent is responsible for execution of the organizational strategy to ensure desired business results.
2. Role incumbent is responsible for recruitment of Agents through various sources to ensure achievement of business targets. Driving his team to meet the targets.
3. Incumbent is responsible for broadening & sustaining existing business base with exploration of opportunities among the Channel Partners & by increasing organizational share in the client portfolio.
4. Incumbent is responsible to maintain & enhance service levels provided to the clients thus ensuring sustenance of the existing business.
5. Role incumbent is also responsible for explorations & identification of new business by networking.
6. To identify the area of improvement & enhancing business opportunity for the team .
7. Incumbent is responsible for Channel Partners engagement & networking to gain market feedback & to identify further business avenues.

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**Requirement**

- Good communication skills
- Should be interested in Sales/ marketing.

**CTC** : 3L PA + Quarterly Incentives 2.25L **Designation**: Channel Sales Manager As a Channel Sales Manager he/ she will be eligible for the following

- Group Medclaim Insurance
- Group Personal Accident coverage
- Annual Leaves
- Group term Life Insurance
- Quarterly Incentives
- Business Reimbursements

**Regards**

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