

RM – Life Insurance

AUM Capital, a premier financial brand, is seeking to add an accomplished and motivated individual to our team as a Relationship Manager – Insurance to its rapidly growing Life and General verticals, run by its subsidiary – **AUM Bima Suraksha Broking Pvt Ltd**.

Founded in 1995, AUM is now the largest distributor of Mutual Fund products in Eastern India, with pan-India presence in more than 10 locations. Managing assets of more than Rs. 20,000 Crs, we cater to Large Corporates treasuries, Financial Institutions, Provident Funds, Endowments and HNI/UHNIs across the country.

JOB SUMMARY

RM - Insurance

The RM will be a key member of Life Insurance team.

The **primary responsibility** of RM will be to:

- Selling all the LI products.
- Client Relationship Management - Interfacing with Intermediaries, organizations & high net worth individual clients for understanding their requirements & suggesting them the most viable solution and cultivating relations with them for new business, customer retention & securing repeat business.
- Taking care of retail sales operations entailing business development & cross-selling with key focus on top line profitability by ensuring optimal utilization of resources.
- Managing sales & operations with the objective of generating revenues & business expansion through sales and marketing of insurance products and services.
- Achieving the projected/set targets TAT, building dynamic teams, identifying high-yielding services.
- Ensure effective Policy / Renewal Administration by guiding the Branch service manager on policy & endorsement processing,
- Ensure timely claims servicing by co-ordinating with regional claims team.

The **ideal candidate for this role shall have** high level of experience in Dealing with Insurance companies and other related agencies, Good knowledge of Insurance and financial products, superior Communication skills and providing best financial solution.

Excellent communication skills and negotiation ability will be key; must be comfortable with ambiguity and the demands that naturally arise from rapid growth.

REPORTING TO

Director – AUM Bima Suraksha Broking Pvt Ltd

DESIGNATION

Manager/ Chief Manager/ AVP

SALARY

As per industry standard

WORK EXPERIENCE

At least 3 years