



Leader- Insurance- Life/General

About the company

AUM BIMA Suraksha Broking Private Limited is an IRDAI-licensed insurance broking company, founded on strong moral values and an unwavering ethical approach. We are associated with all leading life and general insurance companies, enabling us to offer comprehensive and customized insurance solutions. Supported by a dedicated and experienced claims settlement team, we ensure timely and efficient support to our clients. With a well-established network across renowned corporates throughout India, we offer extensive reach and unlimited opportunities in the insurance domain.

For details: www.aumcap.com

Job Summary

As a Leader – Life / General Insurance Sales, you will lead and manage the Life/General Insurance sales function of AUM Bima Suraksha Broking Pvt. Ltd., driving strategy and execution to achieve sales targets, grow market share, and build a high-performing sales team. You will play a pivotal role in scaling insurance broking distribution across preferred channels and ensuring customer satisfaction with insurance solutions.

Key Responsibilities

- Own and achieve overall life/general insurance sales targets (monthly, quarterly, annual) while ensuring consistent business generation from existing and new client bases.
- Design and execute sales strategies, analyse market trends and competitor strategies to drive revenue growth while building strong relationships with life/general insurance companies and key stakeholders.
- Build, lead, manage and drive productivity of high-performing life insurance sales teams while setting KPIs, conduct reviews, and implement corrective actions to meet targets.
- Work closely with wealth, PMS, and investment teams for cross-selling insurance.
- Present regular MIS, forecasts, and performance reports to senior management while ensuring adherence to IRDAI regulations and internal compliance standards.

Qualifications & Experience

- IRDAI Certification
- Bachelor's degree, MBA preferred.
- Proven track record of 10+ years of experience in meeting/exceeding sales targets and scaling sales teams.
- Strong network within insurance partners, advisors, and distribution channels is desirable.

REPORTING TO

The Management