

## **IF YOU ARE A GREAT LEADER**

### **We are a great opportunity**

We are fastest growing Insurance Broking Company with presently having presence in 10 cities in India and very soon going to have offices in two more cities with aim to have 15 offices in coming three years. To accelerate our growth and geographical expansion we are looking for strong sales force in our Insurance broking. **We provide career and growth opportunity to those who believe that sky is the Limit for growth and earning.**

### **We are hiring**

Vice President – Sales for Mumbai, (For Non –EB business)

We are looking for high-performing sales person to help us to meet our customer acquisition and revenue growth target by keeping our competitive and innovative. You will be responsible for maximising sales team potential of 3-4 sales managers and crafting sales plans and justifying those plans to your seniors in team reporting to senior Vice president.

- Achieving growth and hitting sales targets by successfully managing sales team of 3-4 sales manager and also to achieve your personal sales number
- Designing and implementing a strategic sales plan that expands company's customer base and ensure its strong presence.
- Managing team of 3-4 sales managers and AVP sales and do objective setting of team, coaching them to achieve sales numbers and regular monitoring of sales team for achieving target.
- Ability to close business deal and ability to convert leads into prospects.

## Requirements

Bachelor or Master Degree with preference to MBA graduate

Must have 12-14 years of hard core sales experience out of which must have worked as team leader from last 3-4 years in Insurance broking and Insurance Company only.

Strong business sense and industry expertise

Excellent mentoring, coaching and people management skills

Demonstrated ability to communicate, present and influence credibly and effectively at all levels of the organisation

Ready to be always in field for customer base expansion and new business acquisition with or without team

Successful previous experience as a Sales manager consistently meeting or exceeding targets.

## Packages

**Fixed package** between 25-35 Lacs depending on work experience, your ability and credibility to procure or acquire new business and demonstrate high sales growth

We offer very attractive variable package based on you and your team performance which is very attractive that some of our existing colleague draws more than 2-3 times of their fixed package.

We provide Health cover for family, Personal accident cover and Life Insurance cover for 48 month Salary besides giving statutory benefit of PF and gratuity

We offer full credit to your Renewal business for ever and we provide separate servicing and retention team but your business will always be your business with full credit to you during your service with us.