



In pursuit of delivering
Outstanding Customer Experience
 with a winning mantra of
“LET’s UNCOMPLICATE”

JOB PROFILE

Position	Agency Development Manager / Channel Sales Officer	Location	Students can be placed anywhere in their respective zone (North& West)
Reports to	Branch Manager	Category	Agency- Sales Banca - Sales
Our Vision	To be the trusted leader in Health insurance by providing innovative solutions to the citizens of India		
Our Mission	<ul style="list-style-type: none"> • Constantly introduce innovative health insurance & wellness solutions that meet customer needs • Build an organization on the principles of transparency, trust and integrity • Create opportunities for our employees to learn and grow in an enjoyable work culture • Constantly deliver on our commitments to all our stakeholders 		
Our Values	<ul style="list-style-type: none"> • Inspiring Passion • Delivering on our promises • Being responsive to our customers • Managing relationships • Thinking & Acting transparently 	Our Principles	<ul style="list-style-type: none"> • Compassionate • Accountable • Responsive • Expert

About Apollo Munich Health Insurance Co., Ltd.,

Quality healthcare and Apollo have become synonymous in the Indian subcontinent, a fact reiterated by global healthcare experts and international accreditation bodies. Committed to bring world class health care within the reach of every individual, **Apollo Hospitals Group** has joined hands with **Munich Health**, a world leader in the field of health insurance.

The joint venture is poised to make good the conviction of both the partners that Indian health insurance market is on the brink of explosive growth. The company offers comprehensive health insurance plans for individuals and their families as well as for corporate houses. The company also offers individual personal accident plans and travel insurance for individuals, families and senior citizens.

The company’s uncomplicated insurance plans consist of a broad spectrum of products covering healthcare, travel insurance and personal accident plans, tailored to the needs of individuals and families. The company also caters to large and small corporate groups with customized Group Health Insurance Plans. Apollo Munich Health Insurance has received numerous positive reviews and ratings for its health insurance plans and policies, which have been ranked as the best plans in the health insurance industry by several of India’s popular publications such as “The Economic Times” and “The Hindustan Times”. The company offers its products through a network well trained sales partners and directly through its call center, website and in-house sales force. Apollo Munich has been one of the top 100 Great Places to Work five times in a row including 2015.

We are seeking highly motivated and talented individuals (m/f) to be associated with us in our Journey and support in achieving our goals and objectives.

Key Roles & Responsibilities

Primary Role Description

- Establishing, maintaining and growing relationship with the key stakeholders
- Opportunity mapping starting at the branch level and sharing the same with the Team Member
- Conducting in- branch training and joint calls to train and convert business
- Handling and driving marketing and business promotion campaigns designed at National/ Zonal/Regional levels
- Providing regular and timely updates of various activities and campaigns as per the agreed frequency and formats by the management.
- Owning the budgeted sales target for the branch/ branches.
- Ensuring and owning 360-degree support on OPS, MIS, Customer Service and Claim related queries
- Following and adhering to the governance plan



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- MBA from a business school/University degree
- Should have a Minimum of 6 Months experience in Sales (Any Sector) or should have completed a 2-month internship in Field Sales (Any Sector)

Competencies

- Teamwork
- Personal Drive to Excellence (Influencing)
- Adaptability
- Value Based Selling
- Planning & Organizing
- Customer Prospecting
- Planning & Organizing
- Target Monitoring
- Agent Management

Salary

- Training Period (First 3 Months) - Stipend of Rs 13000/- Per Month
- After Training Completion - Rs 2,75,000/- p.a.+ Incentives (Upto Rs. 50,000 p.a. can go upto Rs 1,50, 000 p.a. for high performers) + Reimbursements (Upto Rs 48000/- Per Annum)

***Based on AMHI Reimbursement Policy**