

JOB DESCRIPTION

Profile: Associate Sales Consultant

About Policybazaar.com –

Policybazaar was established in June, 2008 by our founders Mr. Yashish Dahiya, Mr. Alok Bansal and Mr. Avaneesh Nirjar. We started with an initial investment of 20 crores from the company Info Edge. And later on, Intel Capital also invested 30 crores and Info Edge again invested 10 crores with us. The company started with an initial strength of around 40 employees at the Gurgaon office. And right now, our strength is whooping around 1000 employees and with branch offices in almost every metro city. We have four offices in Delhi/NCR itself.

A lot of companies have entered our line of business but none is able to provide any stiff competition to us. We have around 5 million registered users who are interested in finding out information related to financial products. The estimated size of our business is 22 crores.

OVERVIEW

PolicyBazaar helps in making insurance purchase easy, with our tie-ups with insurance brokers. We are specialized in making comparative analysis of the insurance products of various insurance policies based on price, quality and key benefits. Our punch line, Stop. Compare. Save. says it all. Our unique comparative system boosts our credibility. We empower customers with comparative and accurate information on Insurance products combined with solution driven customer service. Our technology backed service is convincing and adds value to our customers. Using our industry knowledge, service-offering expertise and technical capabilities, we develop solutions leading to financial security and competitive returns.

Visit policybazaar.com to know more about us.

What would be the roles and responsibilities

- Assisting customers in sale of a range of financial products on phone & face to face as and when required.
- Reaching productivity that meets job standards, while working with speed and accuracy.
- Meeting and exceeding targets as assigned periodically.
- Ability to learn about products and services and describe/explain them to prospects.
- Understanding customer requirement and closing sales.
- Responding in a timely and effective manner to all internal communication.

ISMS Responsibilities

- Be aware and comply with the ISMS Policy, procedures and objectives;
- Actively participate in ISMS exercises;
- Request access to information access from their Team Leaders/ Executives;
- Report known and suspected security incidents to the IT Helpdesk;
- Protect secrecy of passwords; and
- Protect information assets used by them against compromise of assets confidentiality, integrity or availability.

What we are looking for in a candidate

- Should be Confident & Dynamic.
- Comfortable for local travel.
- Should have a bent towards Sales.
- Excellent interpersonal and listening skills
- Good persuasion skill.
- Should be efficient in converting customer interest into sales.
- Good negotiation skills.
- Team Player
- Quick learner, creative and achiever.
- Passionate about work output

Desired Skills and Experience-

- Graduation.
- Fresher/Experience
- Ability to communicate effectively in Hindi & English & Local language.
- Basic computer skills.

What do we offer?

- Amazing work culture.
- Complete Day shift.
- 6 Day working
- 1 Roster off
- Unlimited Incentives
- Good opportunity for career progression.
- GMC- Group medical coverage
- Gratuity is paid as per applicable law which is over and above total offered CTC